



### The Organization

Italy's ITALVIBRAS G. SILINGARDI is a world leader in the design, manufacture and service of specialized industrial vibrators. These are used in a variety of industrial applications that demand unparalleled reliability backed by a company that is flexible and experienced enough to deliver world-class customer care.

Italvibras USA Inc. is a wholly-owned subsidiary of ITALVIBRAS. This is ITALVIBRAS' first subsidiary and the company wanted to be able to directly manage supply chain and distribution requirements efficiently and effectively in the US.

### The Challenge

Italvibras USA faced a number of challenges getting their operation up and running. These ranged from hiring staff and developing their US business, to getting NAV up and running to help manage the business. With no US IT staff in place, Italvibras USA needed a partner that could provide a full range of services including recommendations for the best way to setup and utilize NAV in their new subsidiary. After the company settled on its US location, Italvibras USA selected Liberty Grove Software as their North American Microsoft Dynamics NAV Partner.



### The Solution

Liberty Grove Software's team took a very active role in the implementation of NAV. LGS provided services all the way from requirements gathering, specification creation, project management, development and training through go-live. LGS's partnership has continued to grow since go-live and they are now closely involved with the ongoing system support and expansion.

Liberty Grove Software was able to leverage Italvibras USA's investment in NAV to help integrate their US and Italian operations. Italvibras utilizes the base NAV functionality plus customizations to support the unique challenges of running an international distribution operation and minimizing working capital.

### The Result

Italvibras USA successfully completed construction and set up of their new facility while integrating NAV into their operations. They are now focused on building their business. Their customized NAV system allows Italvibras USA to manage inventory effectively, and place and track orders with the Italian factory in order to meet customers' required turnarounds (measured in days, not weeks). LGS has assisted Italvibras USA at each step along the way, and has been a key partner in providing the business IT support required to establish US operations.

Contact Liberty Grove Software to find out how we can help *you* achieve the results your company is looking for.



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