



Kick

Dynamics case study

Motivity Solutions Ltd

Empowering growth with integrated ERP solutions

Motivity Ltd, established in 2015, specialises in designing and developing custom electric motor solutions for OEMs across various industries. With the expansion into volume manufacturing in 2019, the company recognised the necessity for an advanced ERP system to support its growing operations, including assembly and testing activities carried out in the UK.

The challenge

As Motivity Solutions Ltd expanded, the need for a robust ERP system became evident. The company required a system that could be rapidly implemented and encompass all essential functionalities such as Finance, Manufacturing control with Bill of Materials, and Supply Chain Procurement. Critical to the company's success was the ability to offer reliable demand forecasting and inventory management to handle long lead times for parts, ensuring operational efficiency and customer confidence in handling current and future requirements.

The solution

Motivity Solutions Ltd turned to Kick, partly due to a previous successful collaboration with Liz Blunsum, now a Business Central Consultant at Kick. Kick introduced the company to the Business Central product, focusing initially on Finance, Procurement, and 'light manufacturing' Assembly management functionalities. This approach allowed Motivity Solutions to manage its critical business areas effectively while working within budget and resource constraints.

Implementation and key milestones:

- / **Financial system integration:** Establishing a robust financial system integrated with procurement and inventory management.
- / **Bill of materials and costing structures:** Defining purchased parts and costing structures for effective materials management.
- / **Demand forecasting and inventory control:** Implementing advanced forecasting and stock control procedures to manage complex, multinational supply chains efficiently.
- / **Robust month-end processes:** Ensuring the integrity of financial and operational data with streamlined end-of-month procedures.

Impact

- / **Short-term benefits:** The integration of Business Central provided a seamless transition from reliance on spreadsheets to a sophisticated, error-reducing ERP system, enhancing operational confidence and financial management.
- / **Long-term benefits:** The ERP system laid a strong foundation for future growth, supporting the complexity of expanding manufacturing operations with robust, scalable solutions. It also bolstered customer confidence in Motivity Solutions' capability to manage growth and complex manufacturing processes efficiently.

Motivy Solutions Ltd's adoption of Business Central with Kick has not only streamlined current operations but also positioned the company for sustainable growth. The ERP system's flexibility and integration capabilities with other Microsoft products have allowed Motivy Solutions to stay at the forefront of technology, ready to meet future challenges with confidence.

“The teamwork and collaboration within Kick were evident from the start, from our initial contacts through to the ongoing support. The depth of knowledge within the team gave us confidence in our ERP system's reliability and scalability.”

Marcus French / Managing Director

