



# VK Industries harnesses digital transformation with Microsoft Dynamics 365

October 18, 2023



Customer  
VK Industries

Partner  
Atna Technologies

Products and Services  
Dynamics 365 Business Central

Industry  
Other

Organization Size  
Small (1 - 49 employees)

Country  
India

Share this story



VK Industries recognized the need to digitize operations and minimize manual efforts. The company was looking for an integrated technology solution to satisfy its business needs.

Overall, the company aimed to standardize and automate business operations with a vision to transition from a family-run enterprise to a professionally managed and self-sustained business entity. They were seeking a solution that supported the creation of digital assets by digitizing experiences which employees could effortlessly embrace, enabling them to channel their efforts toward critical business tasks.

The company decided to implement Microsoft Dynamics 365 Business Central on the cloud.

VK Industries is a leading manufacturer and supplier of cottonseed washed oil, de-oiled cake, hulls, and cotton linters. Established in 1988 in Adoni, Andhra Pradesh, India, the company has rich experience in processing a wide range of oilseeds comprising groundnut, sunflower, castor, and cotton seeds. With its innovative processing techniques and stringent quality management system, the company has carved a niche in the edible oilseed processing industry.

## Need to streamline business processes and enhance operational efficiency

Operating in a predominantly unorganized sector and with the lack of affordable talent, VK Industries felt the need to develop stable business processes to drive efficiency. The company had earlier implemented a custom ERP solution. However, during the pandemic, it faced numerous support issues that led to inefficiencies in operations. Further, as business expanded, the ERP system proved inadequate in meeting the company's increasingly diverse and complex requirements.

For instance, critical workflows such as purchase-to-pay, order-to-cash, inventory valuation, and pricing continued to rely on manual processes. The dependence on spreadsheets and manual procedures for document approvals, and the generation of reports, both for Management Information System



and statutory purposes, resulted in delays and inaccuracies. Procurement scenarios based on geographical nuances added to the complexities.

VK Industries recognized the need to digitize operations and minimize manual efforts. The company was looking for an integrated technology solution to satisfy its business needs.

Overall, the company aimed to standardize and automate business operations with a vision to transition from a family-run enterprise to a professionally managed and self-sustained business entity. They were seeking a solution that supported the creation of digital assets by digitizing experiences which employees could effortlessly embrace, enabling them to channel their efforts toward critical business tasks.

The company decided to implement Microsoft Dynamics 365 Business Central on the cloud. They consulted Atna Technologies, a premium enterprise solutions company and Microsoft ERP partner ([www.atnatechnologies.com](https://www.atnatechnologies.com/) (<https://www.atnatechnologies.com/>)). Atna's immediate plan was to conduct a detailed analysis of the processes to be implemented and automated. This was necessary for two reasons: Firstly, due to the company's operations in the unorganized sector. Secondly, owing to the unique manufacturing process of oilseeds that is quite unlike a standardized assembly process.

"Transaction times were exceptionally long due to the complexity of the calculations and unique business scenarios. The system required multiple manual entries to be made for each transaction cycle, followed by intensive manual reconciliation processes to identify, and rectify clerical errors," says Rajesh KP, Director, Atna Technologies. As a result of the analysis, the decision was made to optimize and streamline the process at the grassroots level, with a focus on harnessing the standardized functionalities offered by Business Central. Additionally, the company looked at automating industry-specific customizations and transactions to create a more efficient and robust model for operations. The teams worked closely on the project for about six months, successfully launching it in November 2022.

## Gaining more control and savings for less

VK Industries gained significant benefits by moving to the cloud with Microsoft Dynamics 365 Business Central:

- By automating critical processes like purchase-to-pay and order-to-cash, the company now has better control over the core business. Also, it has resulted in a 50% reduction in data entry efforts.
- The new solution has brought about a transformation in operations as it offers real-time inventory visibility and close to 100% accuracy in determining the cost of goods sold (COGS), which was not possible earlier. This significantly bolsters transparency and accuracy.
- Dependency on manual efforts for calculations, verification, and costing has been reduced by an impressive 75%, which has also led to minimization of errors.
- The efficiency of operations has significantly improved, with faster payment processing, a streamlined reconciliation process, and better control over Goods and Services Tax (GST), Tax Deducted at Source (TDS), and Tax Collected at Source (TCS).
- Dynamics 365 Business Central comes with in-built security that provides VK Industries with protection across the database, company, records, and object tiers. It also provides features like multi-factor authentication, best-in-class encryption, and robust auditing, enabling VK Industries to secure and protect its data, applications, and other assets.

Sachith Vitta, Partner, VK Industries, says, "Microsoft Dynamics 365 Business Central has proved to be very valuable for our business. We have been able to digitize critical business workflows and achieve our objectives of streamlining and automating our operations and delivering enhanced value for our stakeholders."

Satish Vitta, Partner, VK Industries shares, "Atna's innovative solution model eradicates human errors, accelerates the flow of information, and empowers our management to make more informed business decisions."

## Learn More

[Connect operations to work smarter, and perform better India customer stories](#)

## Advancing on the path of digital transformation

Dynamics 365 Business Central has played a pivotal role in addressing a wide array of business challenges that VK Industries was facing. Users have embraced the solution and are comfortable using it, prompting the company to further leverage technology to do more with less. It is evaluating Microsoft Power Automate and Microsoft Power Apps to further digitize its processes.

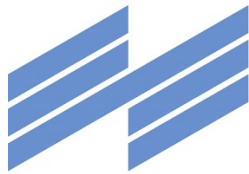
“Microsoft Dynamics 365 Business Central has proved to be very valuable for our business. We have been able to digitize critical business workflows and achieve our objectives of streamlining and automating our operations and delivering enhanced value for our stakeholders.”

—Sachith Vitta: Partner  
VK Industries

“Atna's innovative solution model eradicates human errors, accelerates the flow of information, and empowers management to make more informed business decisions.”

—Satish Vitta: Partner  
VK Industries

### Similar Stories



#### Messe München

One thousand, one hundred employees; one shared workplace



Drive for digitization powered by Dynamics 365 Business Central keeps company fully focused on its winning ways



Good Brothers Group reduces travel costs, improves internal communication in smartphone-first environment



The Red Sea Development Company boosts performance reporting utilizing Microsoft Power Platform



Follow Microsoft



What's new

- Surface Laptop Studio 2
- Surface Laptop Go 3
- Surface Pro 9
- Surface Laptop 5
- Surface Studio 2+
- Copilot in Windows
- Microsoft 365
- Windows 11 apps

Microsoft Store

- Account profile
- Download Center
- Microsoft Store support
- Returns
- Order tracking
- Certified Refurbished
- Microsoft Store Promise
- Flexible Payments

Education

- Microsoft in education
- Devices for education
- Microsoft Teams for Education
- Microsoft 365 Education
- How to buy for your school
- Educator training and development
- Deals for students and parents
- Azure for students

Business

- Microsoft Cloud
- Microsoft Security
- Dynamics 365
- Microsoft 365
- Microsoft Power Platform
- Microsoft Teams
- Microsoft Industry
- Small Business

Developer & IT

- Azure
- Developer Center
- Documentation
- Microsoft Learn
- Microsoft Tech Community
- Azure Marketplace
- AppSource
- Visual Studio

Company

- Careers
- About Microsoft
- Company news
- Privacy at Microsoft
- Investors
- Diversity and inclusion
- Accessibility
- Sustainability