



Case Study:

# Vytl Controls - *Dynamics* *365 F&SCM*



# Introduction

**Vytl Controls Group** specializes in providing innovative flow control solutions for a wide range of industries. Vytl partnered with Cambay to implement Dynamics 365 F&SCM including finance and supply chain management including providing solutions for about 80% of the identified gaps between their requirements and the out-of-the-box capability.

## **The Challenge:** *Rolling out one solution to many business units*

Vytl Controls has many business units and were looking to implement one ERP solution across all business units for all functional areas: finance, supply chain and service as well as a partnered solution for CRM. A reasonably robust solution was needed in a logical roll-out fashion.

## **The Proposed Solution**

Cambay Solutions designed a solution for Vytl Controls that would start with one business unit that was representative of the overall business as the initial pilot implementation. The concept was that once that implementation was completed the other business units would be rolled out 1 by one over the upcoming year. In coordination with the ERP implementation, Dynamics 365 Sales would be implemented at the same times.

Cambay Solutions designed a tailored solution for Vytl Controls that took into consideration their unique requirements:

- Created customizations to fulfill 80% of the GAP requirements thereby maximizing value.
- Implemented Finance modules in a streamlined fashion that would be consistent through all business units.
- Implemented Supply Chain functionality including warehouse management and manufacturing in such a way that it could be localized for each business unit and unique requirements of each country implemented.

# The Journey to Provide the **Solution**

The project followed a structured implementation approach, ensuring a smooth transition:

- **Project Kickoff & Readiness Assessment** – Cambay Solutions conducted a readiness assessment to understand existing ERP pain points and align goals.
- **Use Case Development** – The team worked with VytI to define specific finance and supply chain business scenarios.
- **Solution Design & Configuration** – Designed the finance and supply chain modules with the pilot business in mind, while still considering the needs of the overall organization. Each module was then configured to that design. .
- **Testing & Validation** – User acceptance testing (UAT) was conducted to ensure seamless execution within VytI's existing operations.
- **Deployment & Training** – Cambay provided hands-on training to VytI's key users and performed a mock go-live to ensure a smooth cutover to Dynamics 365 F&SCM.
- **Go-Live & Continuous Optimization** – The solution went live with ongoing monitoring to fine-tune workflows and maximize impact.



# The Results

Ultimately, Dynamics 365 F&SCM was rolled out on time and in budget to VytI's satisfaction which was followed by the execution of a support agreement to continue support of their environment as well as the continuation of the process to a second business unit.

## Quotes:

"Cambay was tireless to make sure that our implementation was completed to our requirements on a timely basis. We successfully went live on time and on budget."

*– Amy Hogan, Vice-President, VytI Controls*

"We required a very short time line with a complex implementation and Cambay found a way to make sure we were satisfied ."

*– Shawn Breaux, VP of IT, VytI Controls*

## Why Cambay Solutions?

VytI Contols chose Cambay Solutions for its creative and detailed solution for the implementation and subsequent rollout process. Key differentiators that set Cambay apart included:

- **Extensive Microsoft Partnership** – Deep knowledge of Dynamics 365 and Microsoft Business Applications.
- **Proven Industry Experience** – Successful implementations across various industries, including manufacturing
- **End-to-End Project Management** – A structured approach ensuring minimal disruption and seamless adoption.
- **Cost-Effective Solutions** – By implementing a pilot business unit and then rolling out to other business units, VytI was able to start gaining benefits of the pilot business unit quicker than if all business units would have been rolled out at once.



## Conclusion

Through its partnership with Microsoft and Cambay Solutions, VytI Controls successfully modernized its Finance and Supply chain operations. The project eliminated manual inefficiencies, provided real-time analytics, and enabled smarter decision-making, including integration with a partnered CRM applications.

## Looking Ahead

VytI Controls now has a scalable, AI-driven ERP solution that enables data-driven decisions while integrating with their sales processes. With continued enhancements and optimizations, the company is well-positioned to adapt to evolving business needs and drive future growth.