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Kuhner Shaker's Migration from QuickBooks Desktop to Microsoft Business Central with Salesforce Integration

via InterWeave SmartSolutions

Kuhner shaker

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Introduction

Kuhner Shaker (Birsfelden, Basel-Landschaft) relied on QuickBooks Desktop to manage accounts receivable, customer contacts, sales orders, estimates, service items, and inventory. While QuickBooks is intuitive for basic accounting, the company is facing its limitations as the business grows. Common challenges include fragmented processes (relying on spreadsheets or add-ons for inventory and sales), limited integration with other systems, and scalability issues as transaction volumes increase.

- To support further growth and streamline operations, Kuhner Shaker completed its migration to Microsoft Dynamics 365 Business Central – a cloud-based ERP – using **Inter**Weave **Smart**Solutions as the integration platform. This report assesses the specific benefits Kuhner Shaker would gain from this move, focusing on integration capabilities, scalability and efficiency, cloud access and collaboration, compliance and security, and support for their functional needs. Relevant case studies, feature comparisons, and user feedback are included to substantiate these points.

QuickBooks vs. Business Central – Key Differences

To illustrate the improvement, the table below summarizes some key limitations of **QuickBooks Desktop** versus the advantages offered by **Dynamics 365 Business Central (BC)**:

Aspect	QuickBooks Desktop – Limitations	Dynamics 365 Business Central – Advantages
Scope of Solution	Primarily an accounting tool; other functions handled via add-ons or manual workarounds	Comprehensive ERP covering finance, sales, inventory, service, etc., in one platform
Integration	Limited integration; data silos unless costly custom integrations are built	Seamless integration with Microsoft 365 (Outlook, Excel, Teams) and third-party apps, enabling unified data flow
Scalability	Hard to scale for high transaction volumes or users; companies often outgrow it as they expand	Scales with business growth – easily add users, companies or modules; cloud infrastructure handles large data volumes
Accessibility	On-premises software – remote access requires VPN/remote desktop; collaboration is limited to local network users.	Cloud-based access from anywhere on any device; multiple users work in real time, enhancing collaboration and remote work capabilities
Inventory Management	Basic inventory features; no advanced forecasting or manufacturing; often requires third-party add-ons for robust inventory control	Advanced inventory & supply chain management (real-time stock levels, purchase planning, multi-warehouse, BOM for manufacturing) built in

Aspect	QuickBooks Desktop – Limitations	Dynamics 365 Business Central – Advantages
Reporting & Insights	Standard reports only; lacks advanced analytics or custom dashboards, making in-depth analysis difficult	Rich reporting and analytics, including native dashboards and Power BI integration, providing real-time insights for decision-making
Security & Compliance	Basic security and audit trail; fewer controls (e.g. limited logging of changes)	Enterprise-grade security (Azure cloud standards) and comprehensive audit trails and change logs to meet compliance requirements

As shown above, Business Central addresses the pain points of QuickBooks by providing a unified, scalable system with deep integration and compliance features. The following sections detail these benefits in context for Kuhner Shaker.

Integration with Microsoft Ecosystem and Other Systems

Deep Microsoft Integration: One of the most significant advantages of Business Central is its seamless integration with the Microsoft ecosystem. It natively connects with Office 365 applications like **Outlook, Excel, Word, and Teams**, as well as the Power Platform (Power BI, Power Automate):

- For example, users can generate and email a Business Central sales quote or invoice directly from Outlook without switching applications
- They can also open customer or order lists in Excel, edit data in the familiar spreadsheet interface, and publish the changes back to Business Central in one click
- Integration with Microsoft Teams means that staff can quickly look up or share Business Central records (like a customer detail or order status) within a Teams chat, facilitating cross-department collaboration in context
- This tight coupling with Microsoft's productivity tools will allow Kuhner Shaker's employees to work more efficiently using tools they already know, with Business Central information flowing through their daily email, documents, and team discussions

Salesforce and Inter Weave **Smart**Solutions**:** In addition to Microsoft apps, Business Central offers a modern API and integration framework for connecting to other software. Kuhner Shaker uses **Inter**Weave **Smart**Solutions to integrate QuickBooks with their Salesforce (Salesforce) – syncing opportunities, sales orders, and inventory data in real time:

- By migrating to Business Central and continuing to leverage **Inter**Weave, the company can maintain and even enhance this integration. **Inter**Weave provides pre-built, configurable Solutions that will seamlessly transfer Salesforce data (e.g. approved sales orders, customer info and more) into Business Central as orders or receivables in real time, and vice versa

- This means the sales team can keep using Salesforce for lead and opportunity management, while the finance and operations teams use Business Central – yet both systems will update instantly with shared data. **Inter**Weave's philosophy is that "integration changes everything," enabling **real-time information flow, tighter employee collaboration and improved strategic decisions** by creating a complete, integrated information environment

- In practice, this means fewer data entry duplicates and no waiting for batch imports – a new customer or sales order entered in Salesforce will appear in Business Central immediately for fulfillment and billing. Business Central's robust integration capabilities also extend to other third-party systems if needed (e.g. e-commerce platforms or specialized lab management software), ensuring Kuhner Shaker can connect all critical systems into a cohesive workflow. Overall, the migration via **Inter**Weave granted Kuhner Shaker the **benefits of a unified Microsoft platform** while preserving integration with non-Microsoft systems that are key to their business

Scalability and Operational Efficiency Improvements

Scalability: QuickBooks Desktop is known to struggle as businesses grow more complex – many companies find that as they add users, transactions, or locations, performance lags and workarounds multiply:

- Business Central, by contrast, is designed to **scale with a growing organization**. As a cloud service, it can handle high transaction volumes and a large dataset on the back-end without the user needing to manage any infrastructure. Adding a new user or even an entirely new company entity in Business Central is straightforward and supported out-of-the-box. This will allow Kuhner Shaker to expand (for example, opening new sales offices or warehouses) without outgoing their system. Notably, Business Central supports multi-currency and multi-country operations (with localized compliance for dozens of regions), which is crucial if Kuhner Shaker's international sales footprint grows

- In short, the company won't hit a wall on system capacity – **Business Central will scale up in users, entities, and data size** as needed, ensuring long-term support for Kuhner's strategic growth.

Process Automation and Efficiency: Migrating to Business Central will also greatly improve operational efficiency by streamlining and automating processes that were clunky in QuickBooks. As QuickBooks focuses mainly on accounting, Kuhner's other processes (like order fulfillment, inventory purchasing, or service scheduling) may currently be handled through separate tools or manual steps:

- Business Central brings these functions into one workflow. For example, a **sales order in Business Central flows naturally into inventory allocation and shipping, then invoicing and revenue recognition**, without duplicate data entry. Workflows can be configured so that when a sales rep submits a large quote, a manager is notified to approve it in the system – replacing email approvals or Salesforce trigger-based processes with a native ERP workflow. The **system can trigger purchase orders automatically** to replenish inventory when stock levels fall below thresholds, something Kuhner may have managed by manually running reports in QuickBooks. This kind of automation was highlighted in a real case where Business Central *"streamlined the*

company's operations, enabling automated workflows, reducing manual data entry and eliminating redundant processes"

- The result for that company was significant time savings, improved productivity, and the ability for staff to focus on higher-value tasks instead of data shuffling

Unified Data and Insights: With Business Central, Kuhner Shaker now will have **one centralized database** for finance, sales, inventory and more, instead of data spread across QuickBooks and spreadsheets. This consolidation yields real-time visibility into operations. In the engineering firm case study, moving to Business Central gave them *"real-time visibility into financials, inventory and operational performance like never before,"* empowering data-driven decisions:

- Kuhner can expect similar benefits – for instance, management can see up-to-the-minute order backlogs, inventory positions, and receivables aging on a **single dashboard**. Power BI integration allows interactive reports and trend analysis that far exceed QuickBooks' basic reporting
- These insights help identify issues (such as a looming inventory shortage or a spike in overdue invoices) in time to act proactively. Additionally, Business Central's **more advanced functional breadth** can improve specific operations: it offers production planning capabilities (useful if Kuhner manufactures or assembles shakers) and **better inventory forecasting**, leading to fewer stockouts and less excess stock
- Overall, by eliminating the inefficiencies of siloed systems and manual work, Business Central will enable Kuhner Shaker to **operate more efficiently**. This translates to faster order fulfillment, more accurate data, and even improved customer satisfaction – as evidenced when quicker order processing and accurate inventory in Business Central *"resulted in improved customer satisfaction"* for a company that upgraded from QuickBooks
- In summary, **scalability and efficiency go hand-in-hand**: Business Central provides a platform that not only grows with the business but also optimizes day-to-day operations through integration and automation

Cloud-Based Access and Collaboration

Dynamics 365 Business Central's cloud-based platform allows access on various devices (desktops, tablet, mobile). Users see real-time business dashboards and can perform tasks from anywhere, improving collaboration and flexibility.

Adopting Business Central moved Kuhner Shaker from a desktop-bound system to a fully **cloud-based solution**, with substantial benefits for access and collaboration. First, **anywhere, anytime access** becomes a reality. Team members will no longer need to be in the office or use a remote desktop connection to work in the system – they can securely log in to Business Central through a web browser or mobile app from any location. This is especially advantageous if Kuhner Shaker has field sales representatives, remote employees, or multiple offices (e.g., Switzerland and a U.S.

branch) that need to work in one system. All users will see the latest data in real time, since changes are instantly reflected in the cloud database. There's no more waiting for someone to "get out" of the QuickBooks file or sending backups around. This **real-time accessibility** contributed to the "improved real-time visibility" noted in the Business Central case study, and it empowers better teamwork – for example, a salesperson checking stock availability while at a customer site, or a manager reviewing financial KPIs from home.

Collaboration Features: Business Central's integration with collaboration tools further has the capability to boost teamwork. Through the **Microsoft Teams integration**, an employee can share a Business Central record (like a customer account or an order) directly into a Teams channel conversation, allowing colleagues to discuss it and even open details without leaving Teams:

- This tight integration means less time switching contexts and easier internal communication around business data. Additionally, because Business Central is part of the Office 365 ecosystem, Kuhner's staff can use OneDrive and SharePoint to store and share reports or documents generated from BC. For instance, a finance user can export a financial report to Excel and **share the live Excel file via OneDrive** with management, who can view it online with data that can be refreshed on-demand from Business Central
- These capabilities encourage a more collaborative culture where information flows freely yet securely among team members

No Infrastructure Burden: Being cloud-based also means Kuhner Shaker's IT overhead for the ERP is minimal. Microsoft will handle all server maintenance, updates, and data backups as part of the SaaS service. The team will always be on the latest version of Business Central (updates are applied automatically), benefiting from new features and security improvements without project upgrades every year. Furthermore, uptime and disaster recovery are managed by Microsoft's Azure cloud – reducing the risk of downtime compared to a local QuickBooks server failure. This all contributes to higher productivity, as employees can remain productive from anywhere and trust that the system is available and fast. In sum, **cloud access and collaboration** in Business Central will enable Kuhner Shaker's workforce to be more agile and connected, which is invaluable for a modern, growing business.

Compliance and Security Advantages

The move to Business Central significantly strengthen Kuhner Shaker's compliance and data security posture. Microsoft Dynamics 365 Business Central is built with **enterprise-level security** and global compliance standards in mind, which is a leap from a small business tool like QuickBooks. All data in Business Central is hosted on Microsoft Azure data centers, benefiting from encryption, secure network architecture, and continuous monitoring. The platform **adheres to international compliance standards** (such as GDPR, ISO 27001, SOC 1 & 2), so the company can be confident in the integrity and privacy of their data:

- In contrast, maintaining similar security on a QuickBooks Desktop setup would require significant effort and add-ons, and even QuickBooks Online's security features don't match the robust, multi-layered security of Dynamics 365

User Permissions and Audit Trails: Business Central offers fine-grained role-based security, meaning each user can be granted specific permissions (e.g. one can input sales orders but not see payroll data, another can approve payments, etc.). This helps enforce segregation of duties – a key compliance principle – much more effectively than QuickBooks Desktop's limited user roles. Moreover, Business Central keeps a **comprehensive audit trail** of user activities. Every posting to the general ledger is logged with user and timestamp, and even changes to master records (like a customer address or an item price) can be tracked using the system's change log features:

- One review highlights that BC *"offers extensive audit trails and reporting features"* that take the hassle out of compliance and help avoid regulatory penalties
- QuickBooks, on the other hand, only provides basic auditing – for example, QuickBooks can track who created or edited a transaction, but it lacks audit logs for changes to non-transactional data and has no built-in approval workflows
- For a company like Kuhner Shaker that is ISO 9001 certified and operates in the international market these audit and control capabilities are vital to maintaining compliance and passing audits with ease.

Regulatory and Tax Compliance: Because Business Central has country-specific localizations, it can handle compliance with local financial regulations (tax calculations, VAT/GST reporting, etc.) more robustly. For instance, Kuhner Shaker can leverage integration with Avalara for tax automation (similar to how they used Avalara AvaTax with QuickBooks:

- Business Central supports this integration so tax compliance remains automated and accurate. Microsoft updates Business Central's localization packs as laws change, meaning the system stays up-to-date with Swiss accounting standards or any other local rules if Kuhner expands in new regions. This reduces the risk of errors or non-compliance compared to relying on manual updates in QuickBooks.

Data Security and Business Continuity: In terms of data security, Business Central data is automatically backed up and can be geo-replicated in Azure, offering protection against data loss. If a hardware failure or other disaster occurs, Microsoft can fail over to backups – a level of continuity that would be costly to implement for an on-premises QuickBooks server. Additionally, **access security** is enhanced through Azure Active Directory – Kuhner can require multi-factor authentication for users accessing Business Central and easily manage user identities and password policies through their Office 365 admin center. These modern security practices help prevent unauthorized access and protect sensitive financial information. In summary, by migrating to Business Central, Kuhner Shaker gained a solution that not only meets their operational needs but also **upholds high standards of security and regulatory compliance**, reducing risk in an era where data governance is crucial.

Support for Current Functional Needs (AR, Sales Orders, Inventory, etc.)

Business Central will fully support all the functional areas Kuhner Shaker managed in QuickBooks Desktop – and in many cases, provide richer capabilities in those areas. Below is an overview of how Business Central addresses each of Kuhner's key needs and where it brings improvements:

- **Accounts Receivable & Financial Management:** All of QuickBooks' AR functions (creating invoices, credit memos, recording payments, and tracking customer balances) are present in Business Central, within a more robust finance module. Kuhner Shaker will be able to maintain customer accounts, payment terms, and generate aging reports just as before. A notable improvement is multi-currency handling: as Kuhner deals with international customers, Business Central manages invoices and payments in different currencies and perform currency revaluations – something that QuickBooks might only partially support depending on edition

- Business Central also enables automated processes like sending out payment reminders or finance charge memos to overdue accounts via email, leveraging Outlook integration. Furthermore, beyond AR, Business Central's finance module includes **advanced accounting features** (budgeting, cash flow analysis, fixed asset management, etc.) that can improve financial oversight. For example, Kuhner's finance team can benefit from real-time financial dashboards and even AI-driven insights (Dynamics 365 Copilot) in the future to spot trends or anomalies. All financial data flows into a single general ledger, so sales, inventory costs, and receivables are all reflected accurately for period close – no more manually consolidating data from separate systems.

- **Sales Orders, Quotes, and Customer Management:** Business Central has a rich sales order processing capability. Users can enter **sales quotes (estimates)** and then convert approved quotes into **sales orders** with one click, carrying over all line items and prices. The system checks inventory availability as orders are entered and can reserve stock for an order or prompt procurement if needed. Compared to QuickBooks, BC supports more complex pricing and discount structures (e.g. customer-specific pricing or campaign discounts) which could help Kuhner offer targeted pricing to different client segments. Kuhner's uses Salesforce for managing opportunities and quotes, and the **Inter**Weave integration ensures that a **Salesforce opportunity/quote can be translated into a Business Central sales order seamlessly**

- This means the sales team continues using Salesforce, but once the deal is closed there, the order appears in Business Central for fulfillment without any manual re-keying. Business Central will then handle invoices and AR for that order and sends status updates back to Salesforce if configured

- On the **customer management** side, BC allows multiple contacts per customer (billing contact, technical contact, etc.), and has a concept of "**Inter**actions" to log communications. While it's not a full Salesforce, it ensures key customer info for accounting and sales is in one place. This functional richness means Kuhner's current process of creating estimates, getting approvals, and turning them into sales orders is fully supported, with added efficiency and integration.

- **Inventory and Supply Chain Management:** Inventory management is an area of major enhancement with Business Central. QuickBooks Desktop provides basic inventory tracking (quantities on hand, simple reordering points), but many users find it inadequate for advanced needs:

    In Business Central, Kuhner Shaker will gain a **real-time view of inventory levels** across locations, with the ability to track lot numbers or serial numbers for each shaker unit if required (useful for warranty tracking or quality control)

    The system can manage **multiple warehouses or stock locations**, so if Kuhner has a stock in Basel and perhaps a stock in the US, it can transfer and track inventory between them. It also handles **purchase orders and vendor management** more robustly: Business Central can automate the creation of purchase orders through its planning engine. For instance, it can forecast demand based on sales orders or historical data and suggest an optimal purchase plan so the company isn't caught with stockouts or excess

    Features like **lead times, safety stock levels, and order planning** are built-in, which are critical as operations scale. If Kuhner Shaker manufactures products or assembles components into the final shaker units, Business Central's manufacturing module would allow them to create Bills of Material (BOM) and production orders, something beyond QuickBooks' scope. Even if manufacturing is not needed, **kitting or assembly** of items for sales can be handled (e.g. bundling a shaker with accessories as a kit). Users have cited inventory limitations as a prime reason to switch from QuickBooks to Business Central, noting that needing external add-ons for inventory was "an unappealing experience"

    By using Business Central's integrated inventory capabilities, Kuhner will likely see better stock control, fewer missed sales due to out-of-stock items, and optimized inventory costs.

- **Service Items and After-Sales Support:** Kuhner Shaker not only sells equipment but might also provide services such as installation, maintenance, or calibration. In QuickBooks, "service items" are simply a type of item for things that aren't physical goods (used for billing labor or services). Business Central supports the same concept – an item can be of type Service, allowing Kuhner to quote and invoice for services (e.g. on-site setup) just as they do for products. Beyond that, Business Central includes a *Service Management* module. This module is particularly beneficial if Kuhner offers ongoing maintenance contracts or repair services for their shakers. It lets you register customer equipment, schedule service orders, assign technicians, and track service agreements. For example, if a client needs a shaker repair, a service order can be created in BC, parts used can be taken from inventory, and labor time logged, ultimately generating an invoice. This end-to-end service capability is something QuickBooks cannot do (companies usually resort to a separate system or manual tracking for service jobs). Even if Kuhner Shaker doesn't need the full-service module immediately, having Business Central means it's available to activate in the future without another software purchase – giving them room to grow their after-sales support offering within the same system.

- **Other Functional Enhancements:** It's worth noting that Business Central will also handle **accounts payable and purchasing** processes more robustly than QuickBooks

(even though AP wasn't explicitly mentioned, it is likely in use). Approvals for purchase invoices, automated matching of purchase orders to invoices, and vendor management are all improved in BC. The system also has built-in **project management (jobs) functionality**, which could be useful if Kuhner will manage projects (e.g. a large installation project with a customer). It allows budgeting and tracking of costs/revenues by project. These are examples of additional modules that come with Business Central and could be utilized as the company's as they expand.

In summary, Business Central meets Kuhner Shaker's current functional requirements in accounts receivable, sales order processing, contact management, and inventory control **with ease**, and importantly provides **headroom to support additional processes** (manufacturing, service, multi-currency finance, etc.) as the business grows. This future-proofs their operations – rather than patching QuickBooks with more add-ons, Kuhner will have a single, integrated solution that covers end-to-end business operations.

Case Studies and User Feedback

To gauge the real-world impact of such a migration, it's helpful to look at similar cases and feedback from businesses that have transitioned from QuickBooks to Business Central:

- **Kuhner Shaker's Salesforce Integration Success:** Even prior to migrating ERP, Kuhner Shaker has experienced benefits from integration technology. Using **Inter**Weave **Smart**Solutions, they connected QuickBooks Desktop (v31) with Salesforce, enabling **real-time synchronization of data** between the two systems

- Salesforce was configured with custom objects for Opportunities, Quotes, and Inventory to support Kuhner's sales process (including approvals and triggers on quotes), and **Inter**Weave provided "seamless transfer of this data in real time" to QuickBooks for order fulfillment and financial entries

- This integration meant that, for example, when a sales quote was approved in Salesforce, it would flow into QuickBooks as an order/invoice without delay. The success of this approach demonstrates Kuhner's commitment to eliminating data silos. By moving to Business Central while continuing to leverage **Inter**Weave, the company retained their real-time, bidirectional integration – but now with Business Central's improved capacity. In essence, the migration will swap out QuickBooks for a more powerful ERP, while the integration layer ensures a continuity of operations and data flow with Salesforce. The outcome should be a unified Salesforce–ERP environment that improves accuracy and provides all teams (sales, finance, inventory) with up-to-date information. Kuhner's own positive experience with **Inter**Weave bodes well for the Business Central project and suggests they will quickly capitalize on deeper integration (for instance, they could integrate Business Central with their Kuhner Insight device software or other systems in the future, extending the **Inter**Weave model)

- **Engineering Firm Case – Efficiency and Visibility:** A recent case study of an engineering consulting firm that transitioned from QuickBooks to Dynamics 365 Business Central highlights several tangible benefits
    - The firm was experiencing similar limitations with QuickBooks as Kuhner (international operations, needing better project accounting, etc.). After implementing Business Central, they reported that the **modern, cloud-based ERP system improved efficiency and allowed real-time visibility, which in turn improved customer satisfaction**
    - Specifically, Business Central "streamlined the company's operations, enabling automated workflows, reducing manual data entry and eliminating redundant processes"
    - This led to "significant time savings and improved productivity," with the firm gaining unprecedented real-time insight into their financials and inventory
    - They could make data-driven decisions and saw faster order fulfillment, which improved client satisfaction
    - The case also noted how Business Central's broad functionality (e.g. the project management module) allowed them to eliminate other manual tracking tools and increase profitability with better reporting
    - For Kuhner Shaker, this story reinforces that the expected benefits – from efficiency gains to better customer service – are **not just theoretical** but have been realized by similar businesses in practice.

- **Broader Market Feedback:** On a broader scale, the market has recognized Business Central's suitability for growing companies. **Forbes Advisor** recently evaluated top ERP systems and named Microsoft Dynamics 365 Business Central as the *"Overall premier cloud ERP Solution"* for small and mid-sized businesses:
    - The evaluation considered factors like cloud deployment, financial management, reporting, integrations, supply chain, and security – areas where Business Central excelled across the board
    - Forbes concluded that *"Business Central meets all the requirements for business management"*, offering a range of applications (sales, customer service, finance, supply chain) in one platform
    - This kind of independent endorsement aligns with user feedback on platforms like G2 and Capterra, where many reviewers note that they switched to Business Central after outgrowing QuickBooks and have benefited from better integration and process coverage. One common theme is relief at having **all core processes integrated**: for instance, inventory-intensive businesses mention the ability to manage inventory without resorting to external add-ons as a major improvement
    - Users also frequently praise the integration with Office 365, which makes Business Central *feel like a natural extension* of tools like Excel and Outlook in daily work

In summary, case studies and user feedback underscore that migrating from QuickBooks to Business Central can yield significant improvements in efficiency, data

visibility, and scalability. Businesses similar to Kuhner Shaker successfully made this transition and found that the new system pays dividends in smoother operations and better decision-making. These real-world insights provide confidence that Kuhner Shaker can expect a strong positive impact from the move to Business Central through **Inter**Weave **Smart**Solutions.

Conclusion and Recommendation

Migrating to Microsoft Dynamics 365 Business Central (with Inter Weave **integration)** presented Kuhner Shaker with the opportunity to overcome the constraints of QuickBooks and empower its next stage of growth. The analysis above showed that Business Central integrated seamlessly with the company's existing Microsoft tools and Salesforce, creating a cohesive IT ecosystem that eliminates data silos and duplicate work. It improves **scalability**, ensuring the ERP system supports higher volumes, additional users, and international operations as Kuhner expands – all without the performance bottlenecks the team has started to see in QuickBooks:

- Operationally, Kuhner Shaker can expect efficiency gains from automated workflows, unified data, and richer functionality in inventory and order management, which translates to faster order processing and more informed management of the business

As a **cloud-based solution**, Business Central will enable anytime access and real-time collaboration among employees, which is invaluable for a company with global reach and modern workplace needs. At the same time, it brings robust **security and compliance** features (audit trails, role security, regulatory updates) that will protect the business and simplify audits:

- Importantly, all of Kuhner's current needs in AR, sales orders, inventory tracking, and service billing are well-served by Business Central's modules, with additional capabilities available on demand – meaning the system won't just meet today's requirements but can adapt to tomorrow's (for example, if they introduce new product lines, services, or manufacturing processes)

The use of **Inter**Weave **Smart**Solutions as part of this migration is a wise approach, as it will mitigate the risks of moving systems. **Inter**Weave ensures that data flows between Salesforce and Business Central smoothly, so **business operations continue without interruption** during the transition and afterwards. The integration layer effectively future-proof Kuhner's Salesforce-ERP connectivity, enabling the company to fully leverage its investments in both Salesforce and the new ERP. Given the evidence from case studies and industry evaluations, the move to Business Central is expected to **enhance Kuhner Shaker's operational efficiency, financial insight, and ability to serve customers**, all while aligning with the company's existing Microsoft-centric environment.

In conclusion, the migration to Business Central via **Inter**Weave is a strategically sound decision that offers numerous benefits: tighter integration of systems, improved

scalability, cloud-enabled collaboration, stronger compliance, and robust support for all functional needs. Kuhner Shaker now operates with the agility and intelligence of a modern enterprise. Kuhner Shaker took advantage of Microsoft's and **Inter**Weave's support services (such as Microsoft's QuickBooks Migration extension and **Inter**Weave's integration expertise) to execute the transition smoothly. By doing so, Kuhner Shaker is well-equipped to drive efficiency and growth, delivering even better value to its customers and stakeholders in the years ahead.

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