

## Case Study - Victory Lane

### Summary

#### Previous Solution:

- QuickBooks

#### Results with BC:

- Automatic Imports
- Handle Large Volumes of Data
- Easy Reporting by Location

*"Business Central has provided our company with new automated data processing opportunities. We now have the ability to consolidate our financial reporting in ways our old QB system just couldn't handle."*

- Lauren Ciallela,  
Chief Operating Officer

### Looking for a Tune-Up

Victory Lane Quick Oil Change is a leader in the quick lube industry. They offer the highest quality of products while keeping costs low for the customer and franchise owner. Their technicians are industry trained and are able to provide preventative maintenance service at the highest level. But when you provide great service your business tends to grow quickly. This is when your accounting system starts to fall behind.

Victory Lane was using QuickBooks which while great for startups and small operations, it starts to slow as you start to grow. When QuickBooks becomes overwhelmed you have to deal with frequent crashes and you start to worry about data loss or corruption. For a company that continues to add more and more franchises the possibility of errors is expedited and the worry mounts faster.

These worries were quickly magnified so a decision was made to make a change to ensure that they could keep moving forward. They had reached 31 franchises and needed a system they could be confident could handle their volume of transactions. They also felt that if they could automate more of their accounting processes that they could free up time to spend improving their business.

They landed on Microsoft Dynamics Business Central due to its extensive functionality, native cloud system, remote accessibility, familiarity, and ability to scale to meet demand.

### Improving Business with Business Central

Many businesses use Microsoft products daily. Victory Lane is a heavy user of the Microsoft Office 365 suite and the Microsoft ecosystem in general. Dynamics Business Central, being a Microsoft product, has some intuitive direct integrations with programs like Outlook and Excel that can help you automate processes and easily recall information directly from the BC system without having to switch between applications.

Another win was the native cloud functionality. Victory Lane is a Mac office, meaning their computers run on Apple's Mac OS. Sometimes this can be an issue for businesses due to the lack of software support from many companies for the Mac operating system. Luckily, all you need to run Dynamics Business Central is an internet connection and a browser. This means you can securely access your financial data from any computer or cell phone as long as you have internet access. This remote functionality is a big win in a time where remote work has become necessary for the majority of businesses.

Using SmartConnect.com they were able to automate their POS systems to feed directly into Business Central as well as integration of cash receipts from individual stores. This takes all of their data across locations and centralizes it into one complete system.

Another win that is seldom overlooked is bank rec. Victory lane uses small, local banks that are not widely known. However, fields were able to be mapped easily with the information provided by the institutions to achieve an automated bank rec process.

Overall, Victory Lane was able to streamline, simplify, and automate many of the processes that frequently caused inaccuracy, headache, and waste. With deep Microsoft integration, Dynamics BC becomes another part of their now well-oiled machine.

## The Payoff

When It comes to a return on their investment, it is probably best to let them speak for themselves.

“In terms of time saving, Business Central has been very helpful in our ability to automatically upload transactions, automatically create invoices, and automatically post inter-company transactions. It saves a lot of double entry (into multiple companies), and a lot of manual reconciliation, freeing up our time to work on other processes or analysis. I would say it’s a savings of at least 10-15 hours of keying and/or reconciliation time per week.” says Lauren Ciallela, COO at Victory Lane.

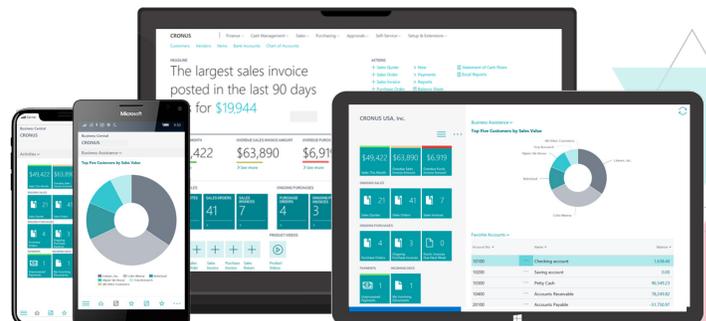
“We switched for a lot of reasons, mainly the ability to create consolidate corporate financials that had GAAP accounting controls built in (QuickBooks has none of that). It’s certainly made our financial reporting easier, which make our audit process and bank covenant compliance much easier, which is absolutely necessary for a company our size.”

Think of what you could do with 10-15 hours back in your week. That time can be used to improve your processes, deep dive into your data, run analysis, and find new opportunities or areas for improvement. At the end of the day the goal is always to improve the day to day processes of your business while expanding and growing your operation.

If you would like to learn more about Microsoft Dynamics Business Central and how your business can benefit by making the switch to the cloud we are here to help. Give us a call at 855.913.3228 or send us an email at [info@altavistatech.com](mailto:info@altavistatech.com) and someone will reach out to you within 1 business day. At Alta Vista Technology we take pride in being part of your solution.



## Microsoft Dynamics 365 Business Central



Victory Lane is proud to be the only Quick Oil Change company that is certified by the American Petroleum Institute's (API) Motor Oil Matters (MOM) program.