

CLIENT SUCCESS STORY:

Andretti Indoor Karting & Games

Accelerating Seamless Expansion with Enavate Partnership

Andretti Indoor Karting & Games, a premier entertainment and event destination, started in 2001 with a single location in Roswell, Georgia. They started expanding in 2015 and today have six locations with plans for several more. Each location features games, rides and experiences ranging from an arcade and go-karting to bowling, zip lining and rock climbing, as well as a full restaurant and bar.

Early on, the company could comfortably rely on QuickBooks. When the time came to expand, they worked with Enavate to migrate to the Microsoft solution that best fit their needs at the time—Microsoft Dynamics Great Plains (GP). It was easy to use and learn, and more audit-friendly.

Most recently, Andretti Indoor Karting & Games made another move with Enavate, migrating from Dynamics GP to Microsoft Dynamics 365 Business Central. This upgrade landed their business operations in the Cloud, where access is simpler, processes are more efficient and further expansion is seamless.

**CLIENT:**

Andretti Indoor Karting & Games

PRODUCTS AND SERVICES:

Microsoft Dynamics 365 Business Central
Migration from Dynamics GP

INDUSTRY:

Entertainment and Special Events Venue

ORGANIZATION SIZE:

Over 1,000 employees

COUNTRY:

United States



Challenges Andretti Karting Faced with Dynamics GP

The Complexity and Cost of Maintaining a Server

With Dynamics GP, the company relied on an on-premises server but people who needed to log in found it complex and awkward. Further, the IT department had to manage, update, license, and maintain the server. And the cost of hosting the server was steadily rising. So, when Enavate presented the cost of Business Central, which turned out to be less than the cost of hosting the server, the proposed solution was a welcome option.

Limitations to Growth

Dynamics GP didn't provide the ease of use and access enabled by the Cloud. It was challenging to get complete visibility of their data, and using the system wasn't seamless. It would've added complexity and cost to their expansion plans if they didn't migrate to a more accessible system that provided better visibility, improved processes and reduced the need for manual workarounds.

“Moving to the Cloud is undoubtedly one of the best things you can do, just for ease of access. You can log in anywhere and work anywhere. It's easy for people. You're not looking at a complicated server setup if you have multiple people trying to access software like GP. And yet it gives you the flexibility to run quite a large company on Business Central which you couldn't do on something like QuickBooks Online.”



Tammy Koehler

Chief Financial Officer



How Migrating to Microsoft Dynamics 365 Business Central Is Fueling Expansion

Simpler Access and Use from Anywhere

For Andretti Indoor Karting & Games, having a Cloud-based solution that everyone could quickly and easily access and use from anywhere was one of their primary goals. In addition, Business Central was immediately more straightforward.

“The more I use it, the more I like how straightforward it is,” Koehler said. “It’s something anyone coming off of another accounting platform could learn very easily.”

More Seamless Integrations

Another critical goal for the company was to have their system integrate entirely with the other software they use and plan to use, so all their applications could talk to each other. They integrated Business Central with Coupa, a procurement software they implemented simultaneously with the new system. They’ll also integrate Business Central with their inventory software, Intuit.

Improved Efficiency

Moving to Business Central has helped the company be more efficient in many ways. For example, with the Coupa integration, they now have complete visibility into their spending and can more consistently enforce the use of purchase requests. This process has cut credit card usage by more than half.

Better Resource Utilization

Reducing manual processes has enabled the company to better allocate employee time. As a result, they won’t require additional expansion resources they’d need if they continued using Dynamics GP.

“The fact that it’s smoother and we don’t have to make purchase requests manually will allow me to be in a position where I don’t have to hire another person for quite a while, even with the expansion we’re doing,” Koehler said. “We’ve streamlined so much of this. Once everything is complete, we will eliminate a lot of physical, manual work for my staff.”

For example, with the integration, Koehler’s staff no longer has to manually type supply invoices into the inventory system. Koehler has plans to repurpose that time saved.

“The employee doing cost of goods, she can be a store accountant on top of handling cost of goods. My accounts payable manager will be able to handle one or two stores and oversee the other person in accounts payable.”

Tammy Koehler

Chief Financial Officer





Why Andretti Indoor Karting & Games Chose to Partner with Enavate

When Andretti Indoor Karting & Games first worked with Enavate to migrate from QuickBooks to Microsoft GP, the company considered other partners, but Enavate stood out. Enavate had the best program, making it easy by outlining the exact details and providing an excellent training program throughout the process. When the time came for this recent migration from Dynamics GP to Microsoft Dynamics 365 Business Central, Enavate was the clear choice.

Koehler was impressed by the staff then and now.

“

The staff has been great to work with, I've always had good client managers. They've always been willing to help if we had a problem and handled it quickly.”



Tammy Koehler

Chief Financial Officer





The Implementation Process

Implementation was very straightforward for the Andretti Indoor Karting & Games team. They found the system easy to learn and felt supported through training, troubleshooting and hands-on learning.

Learning and Training

The team found that Business Central was easy to learn, and the training was thorough. When they came across challenges, their Enavate implementation team solved the challenges with them and kept the process moving seamlessly. In addition, the training was well structured with a clear schedule.

“You always come across things after you’re out of training and you’re into the actual use of the product,” Koehler said. “Our Account Manager was right behind us through the whole process. It was a very nice, smooth implementation.”

Straightforward Migration

The company set a target migration date and started training on the software. Enavate set everything up to pull over, got the transaction details for the prior and current year, then made the move to Business Central.

Managing Integrations

Andretti had a few solutions that were critical to integrate with Dynamics 365 Business Central. The first was payroll which they depend on an external vendor to process and the other was Coupa which they rely on for procurement processing. The integration of both systems improved the complex manual processes they had in place with Dynamics GP.



A Partnership They Can Count On

The Andretti Indoor Karting & Games team relied on Enavate to deliver a seamless migration, thanks to their clear direction, a detailed training schedule and full support as the company worked to understand processes after implementation. This trust and dependability were evident during their first migration to Dynamics GP and held true throughout their latest migration to the Cloud with Business Central.

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