



Case Study

**TESMEC**

# Tesmec's template for a connected company

Implementing a global Microsoft Dynamics 365 transformation journey to support major acquisition growth

**Do what matters**

## Call for Change: Constructing unity from growth

Without a way to quickly harmonize processes, organizations with a portfolio of acquisitions run the risk of losing synergy and harboring unusable data. That's why Tesmec, a worldwide manufacturing leader in the mining diagnostics industry and a technology solutions provider for stringing and railway equipment, knew standardization was critical for sustaining its acquisition growth.

## When tech meets human ingenuity: A core template for global synergy

Together with Accenture, Avanade – a joint venture between Accenture and Microsoft – and Microsoft, Tesmec initiated the largest **Microsoft Dynamics 365** (Microsoft's intelligent ERP platform) project for a manufacturer in Italy to date. The project kicked off at Accenture's Modena Industry X Innovation Center, where Tesmec had a hands-on environment to test innovation and project possibilities. Following this exploration, the team blueprinted a Dynamics 365 ERP transformation with standardized processes, centralized procurement, an easily replicable core global template, built-in Microsoft security and compliance and web browser accessibility.

After three months of blueprinting, the team began implementation, starting at the main parent company. During this first implementation, the team focused on ensuring the template would require minimal personalization once rolled out, rather than have unique modules or processes for each business unit or country. Once stable at the parent company, the solution was implemented across the organization.

**Company Name:** Tesmec

**Company Size:** ~1000 employees

**Country:** Italy

**Industry:** Industrial Equipment, Manufacturing

**Solution:** Microsoft Dynamics 365

## A valuable difference: Carving out a coefficient future

The new ERP system completely streamlines Tesmec's operations, from inventory to customer management and communications. The system is already adding value, harmonizing processes to enable the following:

- More efficient, reduced sales cycles
- Enhanced customer service experiences
- Greater data transparency and security
- Maximum integration with legacy systems
- Increased supply chain productivity

With the new system, Tesmec can more efficiently share information globally across seven companies in Italy, the US and France. Now, regardless of location, over 500 users have access to reports and production details from across these geographies.

Providing its people with standardized and seamless processes allows Tesmec to take a major step towards its goals. While operating as one unified group, the company can move forward with this technological foundation to grow wherever the market takes it.

**“Tesmec strongly believes in continuous innovation, and the new ERP implementation – in line with Industry 4.0 developments – represented a big and challenging renewal project which led all company activities to significant digital improvements. Throughout the entire program, the Accenture and Avanade joint team supported Tesmec, not only as a system integration provider, but acted mainly as strategic partners in identifying new solutions to increase value for the business.”**

- **Ambrogio Caccia Dominioni,**  
Chairman, Tesmec

## About Tesmec

Tesmec designs, manufactures and sells products, technologies and integrated solutions for the construction, maintenance and efficiency of infrastructure related to the transport and distribution of energy, data and material (oil and derivatives, gas, water).

In detail, the product portfolio consists of rock trenching equipment, surface miners, stringing equipment, railway equipment and electronic devices for smart grid management. For more information, visit [www.tesmec.com](http://www.tesmec.com)

## About Avanade

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences on the Microsoft ecosystem. With 43,000 professionals in 25 countries, we are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. **Learn more at [www.avanade.com](http://www.avanade.com).**

©2023 Avanade Inc. All rights reserved. The Avanade name and logo are registered trademarks in the U.S. and other countries. Other brand and product names are trademarks of their respective owners.

### North America

Seattle  
Phone +1 206 239 5600  
[America@avanade.com](mailto:America@avanade.com)

### South America

Sao Paulo  
[AvanadeBrasil@avanade.com](mailto:AvanadeBrasil@avanade.com)

### Asia-Pacific

Australia  
Phone +61 2 9005 5900  
[AsiaPac@avanade.com](mailto:AsiaPac@avanade.com)

### Europe

London  
Phone +44 0 20 7025 1000  
[Europe@avanade.com](mailto:Europe@avanade.com)

## About Accenture

Accenture is a leading global professional services company that helps the world's leading businesses, governments and other organizations build their digital core, optimize their operations, accelerate revenue growth and enhance citizen services—creating tangible value at speed and scale. We are a talent and innovation led company with 738,000 people serving clients in more than 120 countries. Technology is at the core of change today, and we are one of the world's leaders in helping drive that change, with strong ecosystem relationships. We combine our strength in technology with unmatched industry experience, functional expertise and global delivery capability. We are uniquely able to deliver tangible outcomes because of our broad range of services, solutions and assets across Strategy & Consulting, Technology, Operations, Industry X and Accenture Song. These capabilities, together with our culture of shared success and commitment to creating 360° value, enable us to help our clients succeed and build trusted, lasting relationships. We measure our success by the 360° value we create for our clients, each other, our shareholders, partners and communities. **Visit us at [www.accenture.com](http://www.accenture.com)**