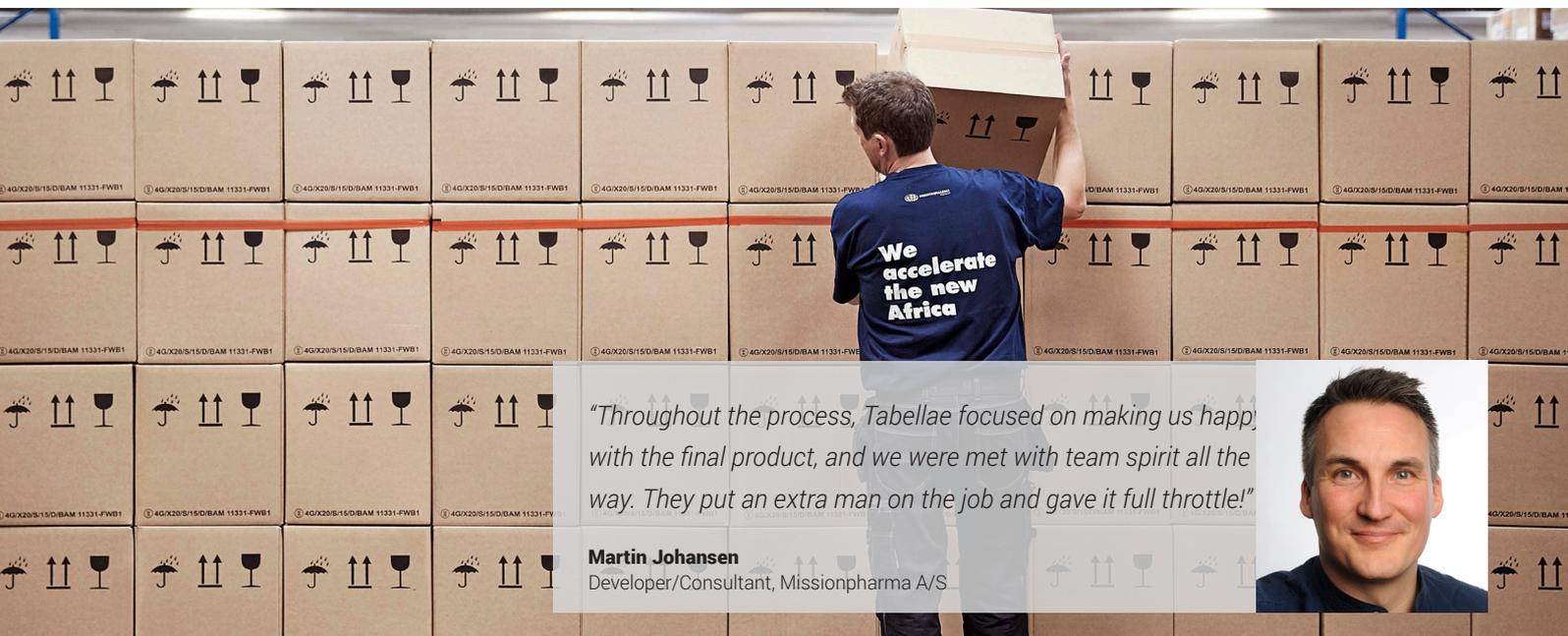


# “How they tackle bumps in the road says a lot about a supplier”



*“Throughout the process, Tabellae focused on making us happy with the final product, and we were met with team spirit all the way. They put an extra man on the job and gave it full throttle!”*

**Martin Johansen**  
Developer/Consultant, Missionpharma A/S



## About

Missionpharma A/S is a leading supplier of generic medicines and hospital equipment for developing countries worldwide.

The company has been upgraded from an AX2009 to an AX2012 Output solution with Lasernet servers in Denmark, Zambia and India.

In addition, the company has a SharePoint integration.

## Results

- Reliable solution with high uptime
- Tabellae challenged the assumptions so that the total solution became even better
- Constructive cooperation
- Lasetnet has so many uses that you can avoid a lot of applications



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## From manual handling to an adaptable and flexible storage function.

“We have used Lasetnet for ERP reports for many years. In connection with an ERP upgrade, our output became more operationally critical and our AX supplier therefore recommended Tabellae for the job,” says IT developer Martin Johansen.

## High uptime keeps big invoices away

“We handle many deliveries to countries around the world, and if they are delayed it can cost us dearly. It doesn't come cheap having 100 men standing around plus the punitive tariffs, so we were dependent on having a reliable solution. To date, we have not experienced any bottlenecks in Lasetnet. It just works,” Martin Johansen continues.

## Stable solution required

Missionpharma implemented a scanning and packaging solution, which means that the company is now working much smarter in the warehouse. They previously used label-generating software without ERP integration. Everything had to be entered manually and printed in advance. Now, data for batch no., item no., etc. come from the ERP system, and the system therefore always prints the correct barcode labels. Tabellae has also developed a labelling solution for the company's kit packaging, which means that a packing list is automatically printed once the final item has been packed in the box. The packing list is then applied as a label on the box, and this process saves a lot of time.

## Changes can be made while we are in operation

Martin Johansen continues: “It is important that changes are easy to implement. With Lasetnet, we can quickly change the layout and e.g. add conditions. And most importantly: we can do it without disrupting operations. The adjustments can be made by 'non-programmers' and without the need to involve IT every time, which saves us a lot of money.”

## “You're tempted to use Lasetnet for everything”

“Every time we can work Lasetnet into a solution, we do it. It can do so much more than printing. The software is versatile, the possibilities are endless, and it is tempting to use it regularly as it is both cheap and easy.”

## Tabellae gave it full throttle!

“We are very satisfied with Tabellae. When something is urgent, we get immediate support. Tabellae challenges us, and they are good at keeping us updated via e.g. user groups, where we can use other users as a sounding board, receive input for new opportunities and meet the consultants. For us, the way they tackle bumps in the road also says a lot about a supplier. We were not completely happy with the first delivery of some forms. Tabellae did not respond with resistance, but with team spirit. Tabellae focused on making us happy with the end product, and any issues were addressed. They put an extra man on the job and gave it full throttle! This approach means that we will not be afraid to take on a bigger project with Tabellae in the future.”