

Tipsa case study

Tipsa turns discovery sessions into business-changing implementations with its OliTEC solution for Microsoft Dynamics 365 Business Central

Olive oil companies lack time to learn how to digitalize business

Small and large companies in vertical industries, such as olive oil producers, want to optimize business but lack the expertise and time to define opportunities and strategy.

Offering customized assessments for Microsoft Dynamics 365

Tipsa offers customized assessments through Microsoft AppSource that address customer-specific challenges and define strategies for transformation using Microsoft Dynamics 365.

Tipsa presents a customized success plan for organizations in two hours

Drawing on expertise in the food and beverage sector, Tipsa defines solutions for olive oil producers, leading to full implementations of OliTEC for Microsoft Dynamics 365 Business Central.



Tipsa partners with Microsoft to transform food and beverage production by using Microsoft cloud technologies

Since 1994, Tipsa S.L. has worked with Microsoft business solutions to help SMB organizations integrate their processes and optimize their daily operations by promoting collaborative work, mobility, and efficient data analysis. Tipsa brings expertise to its clients. Tipsa has helped over 400 food and beverage production organizations speed cloud adoption and digital transformation by drawing on its understanding of organizations' pains and business ambitions.

A Microsoft gold partner since 2007, Tipsa focuses on implementing apps built on Microsoft Dynamics 365 Business Central and Dynamics 365 Customer Engagement. The company has redesigned and sliced industry-specific vertical solutions, including OliTEC, into modular solutions. OliTEC is Tipsa's set of consulting services and business applications, built specifically for olive oil manufacturers, packers, and distributors to use on Dynamics 365 Business Central.

"The implementation of OliTEC on Microsoft Dynamics 365 Business Central allows synchronization of all areas of the company: olive reception, production, administration, accounting, commerce, and quality. Our ERP is essential to achieve a coordinated operation of all areas, control and decision, making that become dynamic and much more effective," said Antonio Morales, Chief Finance Manager, Conde de Benalúa.

Showing businesses how Microsoft technologies can eliminate business silos and increase efficiency

Olive oil enterprises are ready to drive innovation through an accurate digital ecosystem that streamlines internal collaboration, simplifies the production process, eases transactions, and enables intuitive real-time data analysis to make decisions with confidence. After Tipsa presented its [OliTEC – Edible Oil: 2-Hour Assessment](#) to olive oil producers La Pontezuela and Conde de Benalúa, both companies engaged Tipsa to implement OliTEC and transform their businesses.

"The OliTEC - Edible Oil: 2-Hour Assessment consulting service enabled us to explore the value of a set of specific business applications tailored to our core processes. Tipsa's staff focused on our current pains by suggesting future scenarios that would expand our new solution ecosystem's scope according to our potential future business needs," said Juan Manuel Rodríguez Bautista, CFO, La Pontezuela.

OliTEC enables an end-to-end business solution for olive oil manufacturers, packers, and wholesalers by simplifying the daily operations of finance, supply chain, production and customer management. It seamlessly integrates with Microsoft 365, Microsoft Dynamics 365, Microsoft Power Apps, and Microsoft Power Platform.

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