

**EUROPEAN UNION GRANTS ADVISOR****Polish SME Uses Funds to Improve Business Decisions and Support Growth**

“Implementing and customising Dynamics NAV for our needs as a retailer and wholesaler would have been very difficult without grant funding. With support from EUGA, we were able get our grant and improve our business operations to support our plans for growth.”

Dominik Kocieniewski, Co-Owner, Doko

**FAST FACTS »****Situation**

Over the past decade, IT usage has been growing in Poland. And the government is particularly keen on promoting its use to increase the competitiveness of small and medium-sized enterprises (SMEs). Doko is one company looking to use technology to its advantage as it grows from serving a regional client base around Brodnica to become a more national company. Following the advice of local technical consultant Kilanowski Business Solutions, Doko decided to deploy Microsoft® Dynamics™ NAV to help it optimise its logistics and improve customer service and collaboration with partners. As with many companies at an early stage of growth, however, Doko lacked the funds to support its modernisation project.

**Solution**

With the help of the European Union Grants Advisor (EUGA) programme, Doko applied to the Polish Agency for Enterprise Development for SOP ICE 2.1, a grant scheme aimed at improving SME competitiveness by supporting projects requiring advisory services. Doko was referred by Kilanowski Business Solutions to the EUGA programme, which helped it apply for funding to pay for the services it required to implement Microsoft Dynamics NAV. Three months later, in August 2006, the grant for €26,500 (U.S.\$35,650) was confirmed. Doko will use this to cover consultancy costs, design a business plan, implement and test the solution, and train its employees in Microsoft Dynamics NAV.

**Benefits**

- Thirty-two per cent of total project costs covered by grant.
- Reduced operating costs and optimised logistics and warehouse management.
- Improved relationship management and quality of service for customers and partners.
- Real-time business information leads to faster, more strategic decisions.
- Increase of revenue and employment of four new people.