



One Warm Coat®



Microsoft

CASE STUDY

Puffin Drinkwear is a purpose-led company delivering fun, hip, and creative outerwear for your favorite beverage!

Puffin engaged PIE to help with their high credit card payment expenses via the Microsoft Dynamics ERP and Microsoft 365 spend to find ways to both decrease cost *and* increase community impact.

\$12,858

Annual savings via Microsoft Dynamics payments

\$2,368

Estimated annual donation by PIE to local nonprofits.



THE CHALLENGE

Like most CPG companies, margins are tight and pressure is on the teams to do a lot with minimal resources.

As a young startup, Puffin was growing fast and needed help to optimize expenses and find creative ways to continue their commitment to supporting worthy nonprofits while also driving growth and profitability

PIE looked at its Microsoft Dynamics integrated payments solution and Microsoft 365 environment to find ways to enhance profits *and* impact.

APPROACH & RESULTS

PIE worked with the CFO to gather data on their current payment processing expenses through the Dynamics ERP invoicing platform.

In Summer 2023 PIE was able to reduce this cost while also enhancing access to top-tier Microsoft Dynamics support as well.

In Q4 of 2023, PIE also became the CSP of their Microsoft 365 environment in under an hour.

With both services, PIE created an estimated annual donation of \$2,368 and *savings* of \$12,858.