



Industry:

Live Entertainment.

Business model:

Multi-entity entertainment company with complex intercompany relationships.

Team:

Central accounting team of 12 people serving 20 companies on Business Central.

Microsoft Partner:

Advantage Business Systems.

Case study

KMJ Entertainment improves intercompany reconciliation by 90% with Multi-Entity Management.

Company overview.

The **KMJ Entertainment Group** is a dynamic live entertainment organization that has grown into a comprehensive portfolio of 32 companies across diverse entertainment sectors. With operations in the United Kingdom and Ireland spanning theater production, concert promotion, exhibition spaces, and spoken word productions, the group serves the vibrant live entertainment industry with multiple shareholders and varied business models.

Challenge.

Prior to implementing Business Central with Binary Stream's **Multi-Entity Management (MEM)**, KMJ faced significant operational challenges managing their complex multi-company structure.

The organization was **merging two legacy systems** and struggling with the decision of whether to consolidate into one existing system or implement a new solution entirely. Their previous setup created several critical pain points:

- **Manual intercompany reconciliations** consuming significant time each month.
- **Lack of common databases** for customers and suppliers across entities.
- **Administrative inefficiencies** requiring manual updates across multiple databases.
- **Control risks** from inconsistent supplier information potentially causing payment errors.
- **Time-consuming consolidation** requiring manual extraction and manipulation of data from multiple systems into Excel.



If a supplier changed their information, for example, we'd have to go into every single database to change those details manually, and it just became very laborious, and wasn't the best use of our time.

– Andy Jennings, Group CFO

Solution.

Working closely with their Partner, **Advantage Business Systems**, The KMJ team selected **Dynamics 365 Business Central** specifically because of Binary Stream's MEM offering. The implementation addressed their core requirements:

- **Unified database architecture** serving all 20 Business Central companies with common customer and supplier databases.
- **Common chart of accounts** enabling cross-company financial analysis.
- **Automated intercompany transactions** allowing single-sided posting with automatic offsetting entries.
- **Centralized management** of supplier and customer data eliminating duplicate maintenance.

The solution was implemented across 20 of their 32 companies, with the remaining entities planned for gradual migration over the coming years.



The reason we moved to Business Central was precisely because of Binary Stream's MEM solution.

– Andy Jennings, Group CFO

Results



Intercompany reconciliation time reduced from 2 person-days to 30 minutes per month (over 90% improvement).



Eliminated duplicate data maintenance across multiple databases.



Streamlined consolidated reporting with common charts of accounts enabling easy pivot table analysis and drill-down capabilities.



Reduced data error risks through centralized supplier and customer management.



2.5 days monthly time savings in management account preparation and review.



Simplified journal posting, requiring only single-sided entries for intercompany transactions.



The intercompany processes used to take us the best part of two manual person days a month. Now, it takes less than 30 minutes.

– Andy Jennings, Group CFO



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