

AccountMate

Customer
Tech Trading / DPI
www.dpint.com

Corporate Profile
Headquarters
Wyckoff, New Jersey

Type of Business
Wholesale distributor of
copier and printer supplies

Number of Locations
1

Number of Employees
45

Users on System
28

AccountMate **Modules in Operation**

- > Accounts Payable
- > Accounts Receivable
- > Customer Inventory
- > General Ledger
- > Inventory Control
- > Pricing Control
- > Purchase Order
- > Return Merchandise
Authorization (RMA)
- > Sales Order

*“AccountMate will be crucial
for our organization as we
strive to be the industry
premier low cost, specialty
distributor of name brand
copier and fax supplies”*

Brian Tedesco
President
Tech Trading

Distributor Streamlines Sales and Warehouse to Increase Profitability

Tech Trading is a wholesale distributor in the highly competitive copier and printer supplies industry. In order to grow and stay profitable, Tech Trading needed a scalable and customizable business system that would provide information to operate efficiently, handle high volumes and generate profits on very tight margins.

The Challenge

Tech Trading was operating with outdated proprietary software for sales order, purchase order, inventory control and accounts receivable. EDI, General Ledger and Accounts Payable were not integrated. Warehouse operations for receiving, storing and shipping 3000 products were manual processes. Tech Trading management knew that further investment was needed to stay competitive and grow the business.

Customer retention in this industry is based primarily on competitive prices and reliable order fulfillment. The software systems, manual warehousing, non-integrated shipping and EDI systems needed to be replaced.

The Solution

Steve Rosenstein and Bill Papanestor of Figtree Consulting, Inc. worked closely with Tech Trading management and staff to build a system that streamlined Tech Trading sales and warehouse procedures to increase profitability.

Figtree started with the AccountMate accounting system. AccountMate could be modified and enhanced to exactly fit Tech Trading's requirements as well as provide an order entry system that allows for quick data entry and was easy to learn.

The enhancements provide the immediate, interactive information needed to make profitable sales decisions.

Tech Trading required a sales order solution capable of automatically allocating available inventory to sales orders on a first come, first serve basis with the ability to override allocations. Automatic commitment of inventory to orders and printing of pick lists, consolidation orders, automatic credit hold, multi-level pricing, and enforcement of minimum prices and minimum margins were essential to staying profitable.

The old system required entering purchase order receipts four to six hours after receiving goods. This was not acceptable, nor competitive. Real-time updates to the inventory system for warehouse receipts, bin transfers and picking was implemented in order for the sales reps to book orders as well as to commit the product to open sales orders.

Tech Trading has thousands of items in inventory. AccountMate's sophisticated inventory control gave Tech Trading many of the features that they need to help them manage their business. Figtree integrated ACCU-DART software to simplify and provide real-time shipping and receiving from the warehouse with the accounting system. Container and pallet content information is captured using the handheld terminals and is available to the Starship software system for UPS shipments and to AccountMate to generate Packing Slips.

Ninety percent of shipments are sent through UPS. Customer invoices for freight charges and tracking numbers are updated by the Starship system which reads directly from the sales orders and produces the end of day manifest reports.

The RedTail Solutions EDI interface was enhanced to include Tech Trading specific business rules for importing trading partner purchase orders into the Sales Order module. The time consuming and cumbersome batch files used to run exports and imports were replaced by this fully integrated EDI solution. Importing EDI purchase orders, maintaining cross reference tables and handling exception reports is now a simple clerical function.

The Results

The AccountMate solution, together with best-of-breed vertical applications, provided a better information system which allows Tech Trading to operate more efficiently, handling more volume at higher profits.

About the Customer

Tech Trading began as a wholesaler of printer supplies to large resellers; and recently added a division to sell to smaller dealers and VARs. While these businesses sell the same products, they are very different in many respects. Wholesaling to large suppliers is a very high volume, low margin business with special requirements such as consolidated shipments. Selling to smaller resellers, by comparison, has a higher margin but requires the ability to drop ship and requires a great many more small sales to be worthwhile.

About Figtree Consulting, Inc.

Figtree believes that an accounting system should increase profitability, add management control, and streamline business processes. Each client is unique and requires a system appropriate to its needs. Developing a business system is a joint effort between the members of Figtree's professional staff and their clients.

www.figtree.com

About AccountMate

Since 1984, AccountMate Software Corporation has provided customers with powerful and flexible accounting and business management software. AccountMate provides the most stable and technologically innovative modifiable accounting solutions for the mid-market. The accounting systems are sold by the module which enables customers to acquire the software they initially need and add modules as their business needs increase. The availability of source code makes this software highly modifiable so that it can be adapted to any changing business environment. AccountMate accounting modules are available for Microsoft SQL, Microsoft MSDE and LAN.

AccountMate's software can help manage global operations with multi-currency capabilities and a built-in translation engine for multi-lingual businesses. A wide variety of independently developed programs are also available to further tailor AccountMate software to specific industries. AccountMate products are sold worldwide through our authorized resellers.

For additional information please contact AccountMate Software Corporation at:

www.accountmate.com

CS-TT-0206



AccountMate
www.accountmate.com

Software That Fits
800-877-8896