



Software That Fits

Client

Southwest Bindings Systems Ltd.

Type of Business

Manufacturer of binders

Number of Locations: 6

AccountMate Users on System: 40

AccountMate Modules:

- Customer Relationship Management (INFOtrac for AccountMate)
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Control
- Purchase Order
- Sales Order

“AccountMate has been one of the easiest programs to set up and work with. With the ability to buy the program with the source code, we have been able to modify the program for our own business.”

– *Louis Cordeiro, President, Southwest Bindings*

Distributor Increases Sales Without Increasing Number of Employees

Southwest Bindings is a rapidly growing distribution company that recognized that they needed to replace an aging accounting system with one that would meet their current and future demanding warehouse and distribution needs.

They determined that any new information system had to compliment the way they did business instead of requiring them to change their processes to match a new system. Rapid response capabilities were required for them to sustain their position as a recognized leader in the binding supply marketplace. Southwest Binding management required an easy to use accounting system that would be the foundation for increased transaction handling, customer service, sales and profitability. Relying on their local consultant, Executive Concepts, Inc., in 2005 they upgraded their accounting software from ACCPAC for DOS to AccountMate for SQL.

The Challenge

With seven locations throughout Canada, sharing of timely and reliable financial and inventory information was of paramount concern. Southwest Bindings employees required real-time transaction handling information in order to respond quickly and accurately to their customers' questions on order status and inventory availability.

This meant that the ultimate challenge was to convert Southwest Bindings to a fully-integrated single easy-to-use accounting system. The system needed to eliminate duplication of effort and provide an automated communication vehicle for their customers and staff. It had to assure the ability for remote offices to work effectively and reliability from across four time zones.

The Solution

AccountMate software met the requirements of Southwest Bindings. Its available source code and single database allowed for easy customizing and integrating of Southwest's unique operational demands: streamlining quote generation for binders and index tabs, pricing, follow up with 20,000 customers, and automatic fax/email for invoices, quotes and order confirmations.

In addition to the heavy volume transaction capabilities of AccountMate, Southwest Bindings plans to leverage the add-on functionality of ACCU-DART to handle large volumes of inventoried items. ACCU-DART is a lower-cost warehouse and inventory management solution that integrates fully and seamlessly with AccountMate.

Integration of add-on applications, integration of the SQL Server database, the capability to support multiple locations, multiple warehouses and multiple bins, as well as the ability to modify the system were all key strengths of AccountMate that satisfied the requirements of Southwest.

Within six weeks of making the decision to purchase, Executive Concepts had delivered the project's first phase, which included data conversion and implementation of all accounting functions. This was followed shortly after with conversion and implementation of a powerful Customer Relationship Management (CRM) functionality.

This CRM element not only helped follow up with customers and prospect contact but also provided a focus point where inside/outside sales groups could service customers through lookups of purchase history, equipment acquisition, outstanding quotes/orders, as well as providing for the generation of new quotes/orders.

Customization allowed for flexible implementation of automated processes and ensured that customers and staff automatically got the information they needed via email, fax or remote access.

The Results

The AccountMate solution provided a better information system. Now Southwest Bindings employees have access to the information they need to provide the best level of service to their customers and to do their job more effectively. They are transacting more business, reliably moving their inventory from point of entry to shipment, and dramatically reducing data entry while absolutely assuring data integrity. Southwest Bindings is handling more business today with improved service with less staff. The new system is a major asset to the organization and allows them to focus on growing the business while assuredly improving quality and customer service.

Southwest Bindings has plans to further leverage their information system into better controls in manufacturing, automating data collection for manufacturing and inventory operations.

About the Client

For more than 20 years Southwest Binding Systems Ltd. has been providing businesses with high quality and affordable binding products. They currently provide their customers with a variety of products that range from 3-ring binders to a wide assortment of index tabs.

Southwest Bindings is a leading provider of both stock and custom binding products to many diverse businesses including public accountants, legal firms and publishers.

www.southwestbindings.com

About Executive Concepts, Inc.

Executive Concepts, Inc. is proud to have been delivering solutions to their clients since 1988. Since 1999, AccountMate has provided the foundation of many of the solutions that ECI has delivered.

Executive Concepts is the developer of ACCU-DART for R/F data collection. While ECI has expertise in many industry segments, their focus is companies that are in distribution and light manufacturing. Their clients consider them an integral part of their team. Executive Concepts is a strategic part of their clients' operations. www.executiveconcepts.com

About AccountMate

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at www.accountmate.com

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