

## Client

Latin American  
Distributors, Inc.  
latinamericandist.com

## Type of Business:

Importer and wholesale  
distributor

## Number of Locations: 1

Number of Employees:  
100

AccountMate Users on  
System: 22

## AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Customer Inventory  
Manager
- General Ledger
- Inventory Control
- Purchase Order
- Return Merchandise  
Authorization
- Return to Vendor  
Authorization
- Sales Order

3<sup>rd</sup> Party Applications:  
On-The-Go Order Entry

*“The time required to  
process orders has  
decreased by 80%. We  
can grow our business  
without having to hire  
additional clerical staff to  
process the orders.”*

– Antonio Bomnin Jr.,  
Sales Manager, LADI

## Latin American Importer and Wholesale Distributor Reduces Processing Time by 80%

Since 1984, New Jersey-based Latin American Distributors, Inc. (LADI) has evolved into a major importer and wholesale distributor serving Latino communities across the United States. This family-owned and operated business imports merchandise such as household and beauty products, cookware, pharmaceuticals and vitamins from Latin American countries.

These products include Imusa cookware, Bettanin brooms, Arocaseo mops and Eternalux candles. They are sold through many popular retail outlets and well-known supermarkets including Shop-Rite, Western Beef, Food Bazaar and Supremo.

### The Challenge

When LADI's management team became exasperated with growing inefficiencies in their outdated, manual ordering system, they turned to AccountMate Business Partner Microtask Consulting, Inc. for an efficient solution.

“We needed a more efficient way to manage our fast-growing volume of orders”, said Antonio Bomnin Jr, Sales Manager, LADI. “Our prior system was error-prone, inefficient and time consuming.”

### The Solution

#### Mobile Order Entry and Scanning

After conducting a thorough needs assessment, Microtask recommended that LADI leverage their original investment by upgrading to AccountMate SQL. AccountMate's award-winning program design allows industry-specific programs to be seamlessly integrated. By leveraging AccountMate as their financial management backbone, LADI integrated On-the-Go Order Entry, which is a state-of-the-art data collection system ideal for sales representatives who need to create orders and apply payments to outstanding invoices in the field. Its easy-to-use interface instantly downloads pertinent customer information such as order history, shipping addresses and outstanding invoices onto the mobile device. As a result, these logistical changes have dramatically reduced customer order errors, accounts payable and inventory questions. By sharing all pertinent information with the mobile sales team, On-the-Go Order Entry creates a knowledgeable workforce which ultimately improves customer satisfaction.

#### Off-site Order Approval

The LADI management team needed to review sales tickets and approve them in the field. To solve this business challenge, Microtask customized On-the-Go Order Entry logic to quickly review sales tickets in detail as they were uploaded remotely from the mobile devices and approve them on-the-spot. Once approved, each sales ticket is saved directly to the AccountMate system in the Sales Order module, and then it is transmitted from AccountMate back to the On-the-Go Order Entry console for display. As a result, this two-way synchronized communication between AccountMate and On-the-Go Order Entry gives LADI's management quick and easy access to critical order information and maximizes the speed of order processing.

### The Result

#### Increased Accuracy and Efficiency

After enduring the time-intensive, manual order entry process for years, LADI staff is delighted with the increased accuracy and efficiency that the On-the-Go Order Entry system generates. With all the required customer account information at their fingertips, outside sales personnel can respond to customer inquiries and complete the entry of sales transactions in minutes, not hours.

“With AccountMate and On-the-Go Order Entry in sync, all of the clerical time required to manually enter orders has been eliminated. Also, the time required to process orders has decreased by 80%,” said Bomnin. “We can grow our business without having to hire additional clerical staff to process the orders.”

## About Third Party Applications

Appfinity Software Corporation - On-the-Go Order Entry is a state-of-the-art data collection system that is ideal for sales representatives who need to create orders and apply payments to outstanding invoices in the field.

[www.appfinity.com](http://www.appfinity.com)

## About Microtask Consulting, Inc.

Based in Teaneck, New Jersey, Microtask Consulting, Inc. is a full-service information-technology consulting firm that specializes in providing comprehensive business solutions to small and mid-size distributors, warehouses and light

manufacturers in the Northeast. Since 1987, Microtask has helped hundreds of customers optimize efficiencies and cost-savings through expert design and implementation of fully automated business systems that maximize return on investment. Microtask can be reached at [www.microtask.net](http://www.microtask.net).

## About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or [www.accountmate.com](http://www.accountmate.com).

**AccountMate Software Corporation**  
1445 Technology Lane | Suite A5 | Petaluma, California 94954 | USA  
800-877-8896 | 707-774-7500 | [www.accountmate.com](http://www.accountmate.com)