

## Client

PIC Corporation  
pic-corp.com

## Type of Business:

Manufacturer and  
Distributor of insect and  
rodent control products

## Number of Locations: 1

## Number of Employees: 40

## AccountMate Users on System: 10

## AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Customer Inventory  
Manager
- General Ledger
- Inventory Control
- Manufacturing
- Purchase Order
- Return Merchandise  
Authorization
- Sales Order

## 3<sup>rd</sup> Party Applications:

ACCU-DART  
Sales Analysis  
RedTail EDI

*"The solid integration of AccountMate, ACCU-DART, Redtail, and WARM has empowered PIC Corporation to reduce our staff by 40% at the same time that sales have significantly increased. We have virtually eliminated data entry mistakes by integrating EDI and warehouse shipping and receiving with AccountMate."*

– Eric Rubel,  
Vice President, PIC  
Corporation

## Distributor's Profits Increase as AccountMate Software Streamlines Process Flow

PIC Corporation is a global manufacturer and supplier of dependable insect and rodent control products. In business since 1953, this multinational corporation has expanded its business and distribution facility to accommodate the increased demand for their products. With their online and distributor ordering capabilities, PIC Corporation continues to run their worldwide operations from their New Jersey headquarters.

PIC Corporation management's aggressive goal was to select a financial management system that would automate the functions of their multi-warehouse management and shipping. Their intent was to find a reliable technology source that would streamline their processes from order entry through efficient shipment tracking and complete their client invoicing. Their ultimate goal was for reliable results and reporting efficiencies for themselves and their customers. Use of this technology has had a significant positive impact on increasing profits.

### The Challenge

PIC management was looking to install a real-time financial and inventory system that would accurately gather data in a warehouse, result in the production of all shipping papers (package level detail, Bill of Lading and Advanced Shipping Notice (ASN) information) and ultimately have this information updated into their accounting system for invoicing and reporting.

PIC's shipping and receiving processes were inefficient and held a potential for error and loss of data. Their receiving process required several steps including manual entry of warehouse receipts, reentering this same information in the office into the accounting system. Their shipping process required multiple steps—PIC staff generated a picking list and hand carried this list to the warehouse where it was used to pick the boxes. Labels and a Bill of Lading were printed outside of the accounting system. Valuable time was lost to duplication of effort.

### The Solution

AccountMate software functionality and flexibility exceeded the expectations of PIC management. Figtree Consulting, an AccountMate Elite Solution Provider, partnered with PIC to formulate and execute an AccountMate implementation plan to meet specific PIC business needs. Figtree orchestrated the AccountMate software modification and installation along with the integration of several add-on applications.

Figtree leveraged AccountMate Software's inventory handling capabilities, customized modifications, integration of the SQL Server database and add-on modules to tailor a fit for PIC's business model.

### The Result

The AccountMate software solution provided a tight integration of systems for warehouse and distribution while eliminating duplicate efforts.

Several requirements for the project to streamline the shipping and receiving processes were accommodated. Picking and shipping errors decreased and the time spent sending shipping and moving paperwork between the warehouse and the front office for data entry has been eliminated.

Redtail Solution's integration with AccountMate now handles Electric Data Interchange (EDI) through the internet and automated invoice generation which significantly minimizes wait time for purchase order and invoice handling and distribution.

Eric Rubel, Vice President of PIC Corporation, is convinced that, “the solid integration of AccountMate, ACCU-DART, Redtail, and WARM has empowered PIC Corporation to reduce our staff by 40% at the same time that sales have significantly increased.”

## About Third Party Applications

AppFinity WARM—Internet access to AccountMate reporting. [www.appfinity.com](http://www.appfinity.com)

Figtree Consulting, Inc.—Sales Analysis reporting includes reports on customer by item, item by customer, item by sales rep, period comparisons, rank items rank customers and much more variables. [www.figtree.com](http://www.figtree.com)

Executive Concepts—Accurate Direct Access Remote Terminal system (ACCU-DART) wirelessly connects warehouse operations in real-time to record shipping and receiving. [www.executiveconcepts.com](http://www.executiveconcepts.com)

Redtail Solutions, Inc.—Imports EDI Purchase Orders and generates EDI invoices, Advance Shipping Notices and

labels. [www.redtailsolutions.com](http://www.redtailsolutions.com)

## About Figtree Consulting

Figtree, an AccountMate Elite Solution Provider, 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. Figtree can be reached at [www.figtree.com](http://www.figtree.com).

## 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)