



**AccountMate®**

Customer  
**Success**  
Story

## AccountMate

www.accountmate.com

### Business Partner Analysis & Information Services (AIS)

### Customer Softland International

### Corporate Profile Headquarters Baltimore, MD

### Type of Business Rack Jobbing Distribution

### Number of Locations 93

### Number of Employees 11

### Annual Revenue \$35,000,000

### Computer System Microsoft Windows Server 2000

### Users on System 36

### AccountMate Modules in Operation

- > Sales Manager
- > General Ledger
- > Accounts Receivable
- > Sales Order
- > Accounts Payable
- > Inventory Control
- > Purchase Order

## International Distributor uses AccountMate Technology to Make Music for US Military

Softland International, a large Maryland distribution company suspected they could improve on their use of technology. They were not as efficient as they desired to be and saw room to grow. They did. It was clear that they needed an extremely solid and flexible system. They were handling a very large transaction volume with location detail information. Specifically, this included individual prices for military bases and ships throughout the US and overseas. In addition, they managed a large inventory including all music, DVDs, as well as games, software and accessories. That's why we recommended AccountMate and Microsoft SQL and some well placed modifications.

The result finds Softland with increased speed and efficiency and less mistakes and costs. "The bottom line is we can offer more value to our customers faster than our competition," remarked Patrick Nugent, CEO.

### The Challenge

Due to heavy transaction volume and the complexity of inventory changes it was clear they could use help. "We have to stay on top of the constantly changing inventory of the entertainment business plus the local price factors of the market competition. Not an easy task," said Sharon Clark, Operations Officer. They were at the time manually updating multiple files containing pricing and inventory data for different store locations.

In addition, because mistakes were common by the warehouse pickers due to large and repetitive orders, a large number of orders were shipped incorrectly. This compounded problems because it made more work for the field reps, created problems for customer service, and then created a massive job of restocking. Add to these needs, speed constraints for the order entry staff, and a lack of electronic data on the remote store stock and the result was crippling.

### The Solution

Analysis and Information Services (AIS) first recommended a thorough analysis of the business practices and the technology, a study known as

#### The Challenge

Staying on top of the constantly changing inventory of the entertainment business plus the local price factors of the market competition.

#### The Solution

Implementation of AccountMate's modifiable software offering a solid and flexible system for future growth and flexibility.

#### The Results

Improved operations through the AccountMate technology complimented their management and sales strategy and resulted in growth, new accounts, and increased profit.

"The bottom line is we can offer more value to our customers faster than our competition."

**Patrick Nugent**  
**CEO, Softland**  
**International**

a "Technology Impact Assessment." Their management team definitely saw the value of the initial analysis in order to successfully use the technology. AIS analyzed all departments and recommended AccountMate SQL with some major modifications. AccountMate is the leading mid-market accounting solution with source code availability. It is the recommended choice because it gives the flexibility to grow along with very solid accounting modules. Building on the stability and flexibility of AccountMate, AIS built additional functionality to solve Softland's identified problems. This has included order validation to help the packers make sure all shipments are correct, and integrated multi location price and inventory control for their own customers for every marine PX or ships store. Additionally, AIS also added facility to auto generate sales orders for the locations based on criteria, order functionality to increase speed and control, making it easier and faster to offer better service.

### The Results

The efforts to improve operations through the technology complimented Softland International's management and sales strategy and has resulted in growth, new accounts, and increased profit. By focusing on the needs most relevant to their success, Clark worked with AIS to strengthen the ability of various departments especially customer service. They are now faster and ready for more volume. "It's not all the technology," says Clark, "we have a brilliant service organization. But the technology lets our people offer the best service which makes the difference to our customers. We count on it and so do they." Softland is still reviewing their processes to find new ways to leverage AIS and AccountMate. They just added EDI facilities and are working on new efficiencies in purchasing and remote site control. Since you never stop getting better, it's good to have technology that supports you. When you combine good business planning and practices with the right technology and expert help, the results are impressive.

### 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** - The Software That Fits  
415-883-8873 | [www.accountmate.com](http://www.accountmate.com)

"We have to stay on top of the constantly changing inventory of the entertainment business plus the local price factors of the market competition. Not an easy task."

**Sharon Clark**  
**Operations Officer**  
**Softland International**

AccountMate accounting modules are available for Microsoft SQL, Microsoft MSDE and LAN. These different versions enable your business to evolve from a single user system to a powerful and sophisticated multi-user SQL database network. AccountMate can help you 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.

### About Analysis & Information Services, Inc.

Analysis & Information Services, Inc (AIS) has been offering expert automation with integrity since 1987. They offer systems analysis, business accounting, design, networking, server optimization, e-commerce, custom programming, and training. AIS work with the leading platforms in the industry including Microsoft, IBM, Accountmate, and others.



**AccountMate** - The Software That Fits  
415-883-8873 | [www.accountmate.com](http://www.accountmate.com)