WHOLESALE DISTRIBUTOR OPTIMIZES INVENTORY USING ACUMATICA CLOUD ERP

Pool Source LLC

www.poolsourcellc.com

COMPANY

- Founded: 2010
- Location: Nashville, TN, US
- Industry: Pool supplies distributor
- Overview: Distribute pool supplies direct from warehouse or via delivery.

CHALLENGES - REQUIREMENTS

- Maintain customer-specific pricing
- Design processes for warehouse sales and deliveries to stores or job sites
- Involve multiple users without complex setup and additional fees
- Custom reporting requirements

KEY RESULTS

- Customized pricing helped Pool Source maximize profitability
- Expert support and service was available to answer questions as needed
- Supported on-site cash sales as well as deliveries made to customer accounts
- Operates in Tier I datacenter using Windows Azure and SQL Azure

POOL SOURCE LLC

> " Acumatica's sales, purchasing, inventory, and financial management software helped our swimming pool supplies distribution business reach profitability in year one."
>
> John Gwaltney • Owner, Pool Source LLC

BUSINESS CHALLENGE

Pool Source LLC is an independent distributor of pool supplies located in Nashville, Tennessee that is focused on expert service. As a new business, Pool Source needed an ERP system to manage inventory, track prices, manage sales and returns, track customer accounts and receivables, and deliver profitability reports.

Pool Source wanted to get up and running quickly without the need to purchase hardware or hire information technology staff to manage ongoing upgrades and maintenance requirements.

EXISTING SOLUTION

Pool Source started their business with a point of sale solution that provided a simple system for taking orders. Although very easy to use, the point of sale solution did not have the ability to manage complex pricing or link purchase orders directly to customer sales orders.

In order to meet these needs and gain more control over inventory, Pool Source began investigating ERP solutions that could serve a broader set of needs.
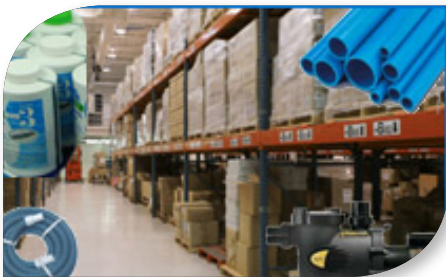
WHY ACUMATICA?

Pool Source investigated several solutions including both software as a service (SaaS) and traditional solutions. The idea of purchasing a solution that required no client software, on-premise software, or ongoing maintenance expenses was compelling so Pool Source decided to head in this direction.

Both Acumatica and NetSuite offered SaaS solutions, but only Acumatica offered a growth-friendly pricing structure with unlimited users as well as local support for understanding requirements, implementation, and support.

As a company deeply committed to service, Pool Source was impressed by the efforts of Acumatica and i.t.works, an Acumatica Value Added Reseller, to implement specific processing using the robust customization tools.

CONFIGURED FOR THE POOL SUPPLY VERTICAL

Acumatica's distribution capabilities can be customized for specific verticals. In the case of Pool Source, Acumatica implemented special search capabilities, utilized advanced pricing features, imported thousands of inventory items, and delivered two different processes for different types of sales.

TWO-WORD SEARCH

Several inventory items have similar qualities, so Acumatica customized the inventory search capability to meet the needs of somebody who wanted to narrow the list of items in a lookup table.

PRICING FEATURES

Like many wholesale distributors, Pool Source has different prices for different customer accounts. Some customers have large volumes and pick up supplies on their own while others need supplies for a specific job delivered to a job site. Using Acumatica, Pool Source was able to accommodate both scenarios.

MICROSOFT WINDOWS AZURE

Windows Azure

Pool Source's solution is deployed on the Microsoft Azure Cloud. By running on Azure, Pool Source benefits from built-in disaster recovery features without worrying about managing operating systems, hardware, and other datacenter complexities.

BENEFITS SUMMARY

Acumatica provided Pool Source with the accounting tools needed to meet its complex distribution needs.

> " Acumatica and i.t.works delivered our distribution solution on budget, even including requirements that surfaced during implementation."
>
> John Gwaltney
> Owner, Pool Source LLC

	IMPORTANCE TO POOL SOURCE	ACUMATICA CAPABILITY
Multiple configurable sales processes	High	Yes
Flexible pricing by item and customer	High	Yes
Access real-time data from anywhere	High	Yes
Manage thousands of inventory items	High	Yes

Acumatica simplified the process of finding inventory items in the warehouse.