

# Regional Computer Systems Distributor

## Problem

The client, a multi-state computer systems provider, was running a legacy DOS based system that was expensive to maintain. The old computer system needed to be rebooted multiple times during the day, and required that the system be off line two or three days at the end of each month to close the books.

Although the client carried an inventory of about 300,000 items, only a small percentage were actually physically on the premises at any given time. The rest of the items were in a virtual inventory that would be ordered on-demand. With the client's "Just In Time" ordering system, the staff of about 10 salespeople could place orders either to company stock, or draw from the stock of major wholesalers across the country. Unique purchase orders were created for every vendor associated with the sales order.

The client needed a system that could not only handle his virtual inventory, but could also handle custom configuration orders where his customer would special order computer systems. The client desired to be able to produce purchase orders on the fly, drop shipments, direct shipments, and blind shipments.

## Solution

AdvanTec designed and implemented a totally integrated, 20-user business solution:

### UA Corporate Accounting – SQL

- SM
- GL
- AR
- AP
- PO
- MM
- Integrated Vendor Inventory Data Exchange with UA

### AdvanTec Customized Features

- Brokered Sales Interface
- RMA/Warranty
- Production Control
- Configuration—one-off variations of assembled units
- Sales Management
- Simple Barcode

## Benefits

- Much improved performance
- The client saved approximately \$40,000 per month from the cost of maintaining/operating their old system, and eliminated computer downtime.
- Automatically generated PO's for purchased components
- Total generalized inventory control
- Integrated:
  - Order Entry, Billing
  - Custom Orders
  - Purchase Orders
  - Shipping and Receiving