

CodePartners Provides Critical Integration to Help Secure Large Account for Kerr Consulting & Support

Story At-A-Glance

Kerr Consulting & Support, a Sage ERP Accpac dealer in Houston, Texas, had an opportunity to gain a very significant account if they could develop the right solution. Their prospect, a top glass processor in North America, needed to overhaul their infrastructure to give investors the confidence they needed to help them acquire their largest competitor and grow their market share by 40% - 60%. CodePartners integrated weigh stations and ticketing systems with Sage ERP Accpac’s Inventory Control, Order Entry, Billing, and Accounts Payable system. KCS won the deal, and the client was able to acquire their competition.

Results

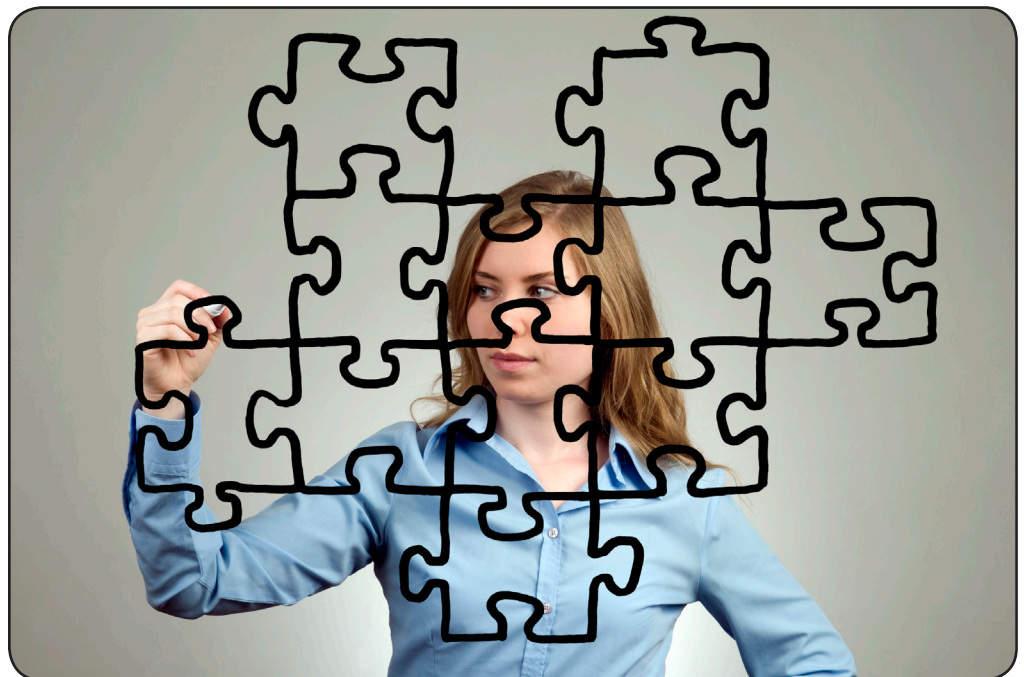
- Provided vital integration to secure large account
- Created thousands of hours of additional consulting
- Uncovered new options for future opportunities

Objective

- Improve inventory control
- Close financials quicker
- Meet state regulations

Products

- Sage ERP Accpac
- CYMA Accounting Software
- CodePartners Ticketing



Story Details

“CodePartners is our virtual programming department. We work with them daily,” says Dave Kerr, Owner of Kerr Consulting & Support (KCS). “They support some of the largest customization projects we have.” The working relationship between KCS and CodePartners has revolved mostly around simple software modifications or customizations, as well as integration with software KCS sells such as Sage ERP Accpac and CYMA. (KCS is the largest CYMA reseller in the country.) The tables turned when CodePartners managed the project that helped KCS gain one of their top five customers. According to Dave, “it opened

my eyes to more possibilities with Sage ERP Accpac. With CodePartners’ assistance we can do anything the customer can dream without having to change source code.”

This particular project allowed KCS to make a sale involving 80 concurrent Sage ERP Accpac users. Their client was one of the largest glass recyclers in North America, with over 50 plants in the U.S., Canada, and Mexico. CodePartners built a ticketing system that connected the truck scales, Sage ERP Accpac’s inventory control, order entry, billing, and accounts payable

“With CodePartners’ support, we were able to win a sale of 80 concurrent Sage ERP Accpac users and what is now one of our top five customers.”

~ Dave Kerr, Owner,
Kerr Consulting &
Support

modules. Not only did the project allow KCS to gain a new, large client, it allowed the client to strengthen their infrastructure enough so that they were able to obtain funding to acquire their largest competitor, growing their market share by 40% - 60%.

The engagement with the glass recycling company generated 1,000’s of additional consulting hours for KCS. According to Koray Ozturk, Partner and Chief Technology Officer for KCS, “the client didn’t have a well defined specification of the project’s requirements. We had to go through the needs analysis with multiple departments and consolidate their requirements to be able to come up with a solution that satisfied different types of users. Even then, the requirements and scope changed after we finalized the design. The communication with CodePartners was seamless throughout the process of developing a solution that exactly fit the client’s desired business process and tight schedule.”

Shortly thereafter, a similar project was identified for another of KCS’ clients, a steel company using CYMA. The company had no links between their financial systems and their operational systems. CodePartners provided that link. The newly developed process allowed the steel company to far better handle their inventory so they could more accurately establish and fulfill commitments to their customers. It also helped them eliminate theft at the scales and greatly improve their state auditing process. Now, when someone drives to the steel yard with a truck full of metal, the steel company records accurate weights that not only satisfy state-required record keeping guidelines but also prevent payments from going out for product that wasn’t received. In addition, the company now knows what they have in inventory which helps them honor commitments to customers.

According to Dave, their direct integration to CYMA’s Inventory, Vendor, and Accounts Payable records was “the first CYMA integration to this scale.”

About CodePartners

CodePartners, a Dallas, Texas-based firm, provides software development and business process automation. Through leading edge but affordable software programming services, CodePartners works with clients to increase their revenues, decrease their costs, or achieve other measurable business objectives. With over ten years of experience as software development professionals and a focus on enterprise resource planning (ERP), financial transactions, and web applications, CodePartners continues to successfully complete projects for companies all over the world.

About Kerr Consulting & Support

Kerr Consulting & Support is a value added reseller of business management software and an IT Services provider. They have expertise in the a variety of accounting solutions, including Sage ERP Accpac, Sage Pro, CYMA™, ACCTivate™, Sage ERP MAS 90, and Sage BusinessWorks. Based in Houston, Texas, the company has operated for over 25 years and has offices in Milwaukee, Wisconsin; Kansas City, Missouri; Des Moines, Iowa; and Fort Dodge, Iowa.

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