S&S Activewear LLC
www.ssactivewear.com

COMPANY
- Location: US (Chicago and Los Angeles)
- Industry: Apparel

OVERVIEW
S&S Activewear is a wholesale distributor of activewear apparel and accessories. The company of 350 employees decided to switch to Acumatica from a Telnet green-screen system, to realize cost and time savings with Acumatica's enhanced AP capabilities and 100% browser-based solution. S&S Activewear was impressed at how easy it was to integrate internal functionality into Acumatica.

KEY RESULTS
- Greater efficiency from saving two man hours a day
- Cost savings from hiring one less person
- Ease of integrating internal functionality

Clothing retailer funds ERP software from cost savings

"What we saved from having to hire one less person more than paid for the Acumatica system."

- Jim Beale, IT Manager, S&S Activewear LLC

SITUATION

S&S Activewear is an industry leader in the category of imprintable apparel and accessories. Imprintable materials can be custom-printed on for corporate branding, uniforms and other uses. The company has a presence in Chicago and also operates in Los Angeles under the Americana Sportswear brand name. It employs 350 staff across both offices.

For years, S&S Activewear used a Telnet green-screen system to organize its business information. As its needs became more sophisticated and better technology came online, it decided to look for something more advanced in a .NET environment.

It hired a consultant to evaluate the many different ERP options in the market, some of which cost several million dollars. The list ran the gamut from big-name players like Microsoft Dynamics to BlueCherry. None were found to be suitable.

IT Manager Jim Beale says: "We wanted an ERP system we could easily integrate with, because we decided we were quite far along in our own internal development of the major functionality that we wanted." For instance, the company had developed its own inventory management system to manage the array of colors and sizes for every single style of clothing. Many other ERP systems were not equipped to do this.

"But at the same time, we needed an ERP with solid Accounts Payable and General Ledger capabilities."

SOLUTION

A recommendation from a trusted colleague led them to Acumatica. Mr. Beale says: "I was told that it was a new company with a new product in a .NET environment, and with the kind of API functionality we were looking for."

Ultimately, it was the API functionality that won the deal for Acumatica. "The API interface and import tools were very attractive to me when I was in the selection process," says Mr. Beale.

The company deployed the Acumatica Financial Management Suite and Intercompany Accounting module in mid-2012.

They found Acumatica to be affordably priced. "Compared to what we are looking at for other systems, the price point was a plus," says Mr. Beale.

"I hate the fact that other ERPs nickel-and-dime me, and charge me every time we add a user or a piece of functionality. The fact that Acumatica is not licensed per-user, and includes a broad set of functionality at an affordable price, was very appealing to me," says Mr. Beale. Acumatica allows growing companies to add-on users at no extra cost.

TWO MAN HOURS SAVED DAILY

S&S Activewear saved 2 hours a day by taking advantage of the advanced financial capabilities in Acumatica 4.0. The ability to deduct debit adjustments as a whole instead of having to apply them against specific AP Bills eliminated manual work.

COST SAVINGS

The anytime, anywhere access that Acumatica enables also generated more cost savings. The company used to have accounts payable staff at both locations. Now, with all accounting work done in Chicago, the company has cut down its account payables staff to just two.

"What we saved from the reduction in staff more than paid for the Acumatica system," says Mr. Beale.

GREATER FLEXIBILITY

Operations Manager Zak Laliwala adds, "Acumatica's browser-based nature also gives us the flexibility of being able to print from any computer without needing to set up system printers on every machine. We also have access to the system across multiple devices and locations."

The company liked that there was flexibility in how Acumatica is delivered, whether it be SaaS or on-premise hosting. It eventually decided to host it onsite. "The ability to switch back and forth was not the deal-breaker, but it was definitely a supporting plus," says Mr. Beale.

GOOD SWIFT SERVICE

S&S Activewear was also impressed at Acumatica's service quality and swift response when it came to responding to customer feedback.

Mr. Mike Aichinger, senior consultant at Crestwood Associates, an Acumatica reseller based in Illinois that assisted S&S Activewear with the transition to Acumatica, says: "When there were some things that needed to be resolved, the people at Acumatica jumped on it very quickly."

In one instance, Mr. Beale pointed out to Acumatica that in the vendor payment process, users would have to print a heap of check stubs if there were numerous transactions, because most accounting systems limit the number of transactions that can be put on one stub.

Says Mr. Beale: "Acumatica immediately saw that this was a situation other customers could also find themselves in, so they went and built that into the core system based on our feedback. That was very important to us."

Even as users use the system, help is readily accessible. Mr. Beale says: "The Acumatica solution is basically content-sensitive. Whatever screen you are on, the Help information related to that screen is readily available."

EASE OF INTEGRATION

Looking ahead, the company intends to continue streamlining its processes by integrating its own developed applications into the core Acumatica system. Acumatica Studio enables S&S Activewear's application developers to change Acumatica's core business logic and integrate it with their own applications.

Says Mr. Beale: "Acumatica allows us to access source code and adapt the solution to our needs."

"We will continue to use the APIs. For example, in our current legacy system, we have to do end-of-month and end-of-year updates. With the APIs, we eventually plan on eliminating the need for the end-of-month process."