

Wholesale Distributor Optimizes Inventory Using Acumatica Cloud ERP



“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

OVERVIEW

Distribute pool supplies direct from warehouse or via delivery.

SITUATION

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.

PRIOR 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.

COMPANY

- **Location:** Nashville, TN, US
- **Industry:** Pool supplies distributor

CHALLENGES – REQUIREMENTS

- Consolidate reports and accounts across multiple international offices and subsidiaries
- Provide system access from dispersed geographical locations
- Consolidate different charts of accounts
- Currency translation
- Custom reporting requirements

KEY RESULTS

- Reduced reporting time from 4-5 days to 1-2 days
- Reduced potential errors by eliminating manual processes
- Reduced cost of preparing consolidated reports by 80%
- Provided role-based access to reports without deploying client software

BENEFITS

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.

AMAZON WEB SERVICES

Acumatica SaaS is powered by Amazon Web Services (AWS). By running on AWS, Pool Source benefits from built-in disaster recovery features without worrying about managing operating systems, hardware, and other datacenter complexities.

“Acumatica and i.t.works delivered our distribution solution on budget, even including requirements that surfaced during implementation.”

– John Gwaltney, Owner, Pool Source LLC

BENEFITS SUMMARY

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

	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

