



Software That Fits

Client

Short Block Technologies, Inc.
Clearwater, Florida
www.shopsbt.com

Type of Business

Personal watercraft engine repair parts and accessories

Number of Locations: 1

Number of Employees: 100+

AccountMate

Users on System:

31

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Consolidated Ledger
- General Ledger
- Inventory Control
- Manufacturing
- Purchase Order
- Return Authorization
- Sales Order

Third Party:

Sales Forecasting/FIGTREE

"This custom system feature allows employees to quickly check multiple shipping options without having to toggle to and enter data into various other programs without experiencing any interface delays, ultimately reducing customer hold time and significantly improving overall customer satisfaction levels."

CJ Lammers, President
Short Block Technologies

Personal Watercraft Supplier Achieves Optimal Inventory Levels with AccountMate

In business since 1997, Short Block Technologies, Inc. (SBT) is the largest supplier of remanufactured personal watercraft engines in the world. Offering rebuilt Sea-doo, Kawasaki, Yamaha, Honda, Polaris and Tigershark engines, SBT also carries a complete line of parts, components and other accessories from most leading manufacturers in the industry. With headquarters in Clearwater, Florida, the company's extensive testing program ensures that SBT reconditioned engines and parts perform better than new even under extreme circumstances.

Providing exceptional customer service with a knowledgeable team of experienced watercraft sales specialists is the foundation of their success. Whether it's meeting or exceeding OEM specifications, offering a unique, one-year fault free warranty on every engine sale or maintaining a well-stocked warehouse, SBT knows how to build a sustainable business.

Achieving Optimal Inventory Levels

Maintaining optimal stock levels became increasingly more challenging for SBT as demand for their products increased world-wide. With over 14,000 components in inventory valued at \$5M, knowing what or how much to stock for watercraft engines is a critical business decision. Having too much stock may result in lower profit margins or higher inventory carrying costs if stock remains in-house too long. On the other hand, stock shortages may result in lost sales and ultimately losing customers to competitors.

To achieve optimal customer satisfaction levels and offset intense industry competition, "SBT maintains a zero inventory at approximately 5%", states CJ Lammers, SBT President. "This allows SBT to always carry stock for every product and eliminate stock shortages which may cause customers to shop elsewhere."

With an award winning, scalable program design, SBT has a comprehensive front-to-back office solution using AccountMate SQL. Sophisticated reporting capabilities help employees organize and analyze production information such as item pricing, stock status, detailed sales history, backorder information, reorder points and recommendation, valuation, turnover and sales analysis.

Monitoring real-time production data equips SBT management with essential business insights that improve overall business performance so the company can quickly anticipate business trends such as seasonal order spikes or trendy customer preferences rather than reacting to it after sales figures are complete.

Flexible Sales Order Solution

AccountMate's open architecture offers tremendous flexibility in solving unique business challenges. With an average of 435 invoices generated per day by over 20 sales people, SBT needed a system that determined the FedEx or USPS freight charges before the sales transaction closed, versus when the order was shipped.

To resolve the situation, SBT turned to NexLAN, an Elite AccountMate Business Partner with a well-deserved reputation for solving unique business challenges.

The AccountMate product is renowned not only for its functionality, but flexibility – which NexLAN was able to leverage by developing a custom interface to both FedEx and USPS so that shipping rates could be quickly determined on-the-fly when entering sales orders into the system.

“This custom system feature allows any authorized order entry personnel to offer the most efficient way of shipping without experiencing any interface delays,” states Lammers. Employees can quickly check multiple shipping options without having to toggle to and enter data into various other programs, ultimately reducing customer hold time and significantly improving overall customer satisfaction levels.

Third Party Integration

To handle its complex forecasting requirements, SBT utilizes an industry-specific program that seamlessly integrates with AccountMate SQL in real-time. Sales Analysis and Forecasting Module by FIGTREE is designed to provide essential sales analysis support. As a result, SBT management can evaluate products and salespeople, determining profitability and forecast inventory requirements instantly.

Using industry-specific program solutions for sales functions and AccountMate financial software as its business backbone, SBT has a comprehensive robust office solution that equips them with the necessary tools and insights to successfully navigate strategic business trends for years to come.

About NexLAN

NexLAN is recognized as a leading AccountMate Solution Provider. NexLAN was selected by Accounting Technology as one of eleven Killer VARs in 2005 and “Top 100 Pacesetter” by Accounting Technology for six consecutive years from 2005-2010. NexLAN is an Elite AccountMate Business Partner and value-added-reseller specializing in custom software development and mid-tier manufacturing/accounting solutions. NexLAN can be reached at www.nexlan.com.

About AccountMate

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installation, hosted or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at www.accountmate.com.

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