

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

Results:

- Provided critical integration to secure a large account
- Created thousands of hours of additional consulting
- Uncovered new options for future opportunities
- Built integrated ticketing system with scales and ERP

Objectives:

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

Products:

- Sage Accpac ERP
- CYMA Accounting Software
- CodePartners Ticketing

The Summary

Kerr Consulting & Support, a Sage Accpac ERP 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 Accpac’s Inventory Control, Order Entry, Billing, and Accounts Payable system. Kerr won the deal, and the client was able to acquire their competition.



The Whole Story

“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 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 Kerr, “it opened my eyes to more possibilities with Sage 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 Accpac users. Their client was one of the largest glass recyclers in North America, with over 50 plants

CODEPARTNERS

14901 Quorum Drive • Suite 565
Dallas, TX 75254
(866) 647-2611
(214) 647-2611
(214) 647-2612 fax
www.codepartners.com

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"The communication with CodePartners was seamless throughout the process of developing a solution that exactly fit the client's desired business process and the tight schedule."~ Koray Ozturk, Partner and Chief Technology Officer, Kerr Consulting & Support

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in the U.S., Canada, and Mexico. CodePartners built a ticketing system that connected the truck scales, Sage Accpac's inventory control, order entry, billing, and accounts payable 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 the company, "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 client 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 pickup full of metal, the steel company records accurate weights that not only satisfy state-required record keeping guidelines, but also prevent payments 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 Kerr, their direct integration to CYMA's Inventory, Vendor, and Accounts Payable records was "the first CYMA integration to this scale."

About CodePartners

CodePartners is a Dallas, Texas-based development firm specializing in software development and business process automation. By providing cutting-edge and affordable software programming services, CodePartners enhances the functionality and quality of products for their clients. With 15 years of experience in the custom programming market, CodePartners has a large contingent of U.S. and China-based developers. They have combined affordable off-shore development with superb, local project design and management.

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 a variety of accounting solutions, including; Sage Accpac ERP™, Sage Pro™, CYMA™, ACCTivate™, MAS90™, and Business Works™. 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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