

ADSS Global Paints a Successful Future for Benjamin Moore

CUSTOMER

Benjamin Moore & Co.

INDUSTRY

Paint Manufacturing

LOCATION

Montvale, New Jersey

NUMBER OF EMPLOYEES

2,500

NUMBER OF RETAIL STORES

Over 4,000

SYSTEM

Sage Accpac ERP

Benjamin Moore & Co. earns its reputation for excellence by manufacturing the finest paint products available and backing its products with a knowledgeable sales force. Benjamin Moore sells its products exclusively through over 4,000 independent retailers and 70 company-owned stores, allowing the company to deliver exceptional service to designers, home owners, and painting contractors across the nation. To help in the successful management of its own internal accounting functions and to aid its stores in managing theirs, Benjamin Moore relies on Sage Accpac ERP and the talented team of ADSS Global.

A Solid Solution

Recently, Benjamin Moore decided to offer a turn-key point-of-sale and integrated ERP solution to its stores. The goal was to provide independent retailers with an affordable, easy-to-operate solution that would deliver the business facts and insight that retailers need to successfully compete in the marketplace. For its corporate stores accounting function, Benjamin Moore decided to go with Sage Accpac ERP. "After seeing that many of our independent stores were using



Sage Accpac with great success, we investigated it further," recalls Bill Johnson, Director of Retail Systems for Benjamin Moore. "As a result, we determined that not only was Sage Accpac ERP a great solution for our retailers, it also would work as our corporate accounting solution — and it would save money for us and our retailers."

Finding The Right Match

The next step was to build an integration between the point-of-sale software that would handle the stores' front-office activities and Sage Accpac ERP that would handle the back-office functions. Benjamin Moore hired a local development firm to design and develop the integration, but progress was painfully slow.

CHALLENGE

Benjamin Moore required a powerful and flexible ERP solution that it could market to its independent retailers.

SOLUTION

Sage Accpac ERP, combined with a custom point-of-sale integration developed by ADSS, delivers a solution that works both for Benjamin Moore's independent retailers and for its company owned stores.

RESULTS

Benjamin Moore has a viable, proven solution to offer its retail stores to help ensure that they remain competitive in the marketplace.

"ADSS Global is amazing—they accomplished more in two months than the other firm tried to accomplish in nine months. I wish we had found them a year ago!"

ADSS GLOBAL

ADSS Global is a leading global partner for Sage Software with over 60 certified professionals in locations in the East Coast, Gulf Coast, Caribbean, Canada, Philippines, and in the Czech Republic.

ADSS Global provides service to over 1,200 companies in more than 20 different countries. Our mission is to provide clients with advanced financial software, eBusiness solutions, Customer Relationship Management (CRM) and network infrastructure.

Our combined experience, proven methodologies and shared national resources ensure customer success on every level. Implementing enterprise solutions and providing support through a local presence, ADSS Global is responsive and accessible to the varied and sophisticated needs of our customers.

"We were many months into the project, and were not seeing the results we required," Johnson recalls, "so we began looking for a Business Partner that had more expertise in this area."

Johnson's research led him to ADSS Global, the number one Sage Accpac ERP Business Partner in the United States. "We met with ADSS Global, and they impressed us immediately," says Johnson. "They have a great deal of both accounting and IT technical expertise, a large knowledgeable staff, plus they have experience with the kind of integration we wanted. I also appreciated their straight answers about their approach to the project. I was in no mood for a sales pitch — and with ADSS Global, I did not get one."

An Integrated Approach

ADSS Global moved quickly to design and develop the integration between Sage Accpac ERP and the point-of-sale software. "ADSS Global is amazing—they accomplished more in two months than the other firm tried to accomplish in nine months," Johnson says. "I wish we had found them a year ago!"

Each night, the new integration exchanges accounts receivable, accounts payable, and general ledger information between the Web-based point-of-sale software and the Sage Accpac ERP solution hosted for Benjamin Moore. "The integration is very effective," explains Johnson. "Each morning, the stores have up-to-date receivable and payable data."

Roll Out The Benefits

Currently, nine independent retailers run the turn-key solution, with 25 more

planned in the coming year. All of the company-owned stores are implementing the solution, and the feedback is overwhelmingly positive. "One retailer told us their bank had never before seen such impressive-looking financial statements from a small business," says Johnson. "The reporting is great, the controls are strong, and it's easy to use."

"We're very optimistic about this offering for our stores," Johnson continues. "Our solution was designed to provide the technology that allows us to deliver our vision: to strengthen and differentiate our independent retailers. Part of our package is also to offer other tools, consulting, and best practices advice. It is making our channel stronger, which makes Benjamin Moore stronger."

From a corporate standpoint, the results have been significant.

"The technology, services, and practices delivered by The Benjamin Moore Retail Management Solution are the key enablers to achieving our vision. Providing our retailers with tools like this will help the entire supply chain," says Johnson.

Looking Toward The Future

ADSS Global figures prominently in Benjamin Moore's future as well. "We plan to provide the first line of Sage Accpac ERP support for our stores, but as we get 500 or more stores running the software, we will continue to rely on the experts at ADSS Global to provide the next level of support."



Whiteland Business Park
825 Springdale Drive
Exton, PA 19341
484.713.1000

Sunset Station
5975 Sunset Drive
Suite 505
Miami, FL 33143
305.665.3655

info@ADSSGlobal.net
www.ADSSGlobal.net

© 2008 ADSS Global. All rights reserved. The Sage Software logo and the Sage Software product and service names mentioned herein are registered trademarks or trademarks of Sage Software, Inc., or its affiliated entities. All Other trademarks are the property of their respective owners.

