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ADSS Global Casts A Solid Solution For Fizzano Brothers Concrete Products, Inc.

Fizzano Brothers Concrete Products, Inc., in business for more than seventy years, manufactures concrete blocks and pavers, and resells related building materials such as cultured stone— distributing its products to homeowners, masonry contractors, general contractors, and home improvement stores like Lowes. With a fleet of more than 20 trucks, Fizzano Brothers serves all of Pennsylvania, New Jersey, Delaware, and much of New York State. To keep its operations in full swing, Fizzano Brothers relies on Sage Accpac ERP and the talented team at ADSS Global.

"We require a lot out of our accounting and operations software," says Vince Tocci, controller at Fizzano Brothers, "and consequently a lot from our software vendors. Sage Accpac ERP and ADSS Global are up to the challenge."

Technology Investment Reinforced

The company has used Sage Accpac ERP for nearly 20 years, but until recently had not upgraded to the Windows version of the software. "The version we were using was not supported any longer, but our software was highly customized, so we knew that replacing it would not be simple," recalls Tocci. The company looked at upgrading to the most current version of Sage Accpac ERP, and also considered several industry-specific solutions. "We felt that the industry-specific solutions were using old technology, and that we'd find ourselves in the same situation we were in within a few years. Sage Accpac ERP is a state of the art system. We decided to stick with Sage Accpac ERP and looked for a Business Partner to help us develop the unique point-of-sale applications we need."

The company processes hundreds of tickets each day at its three locations,

CUSTOMER
Fizzano Brothers Concrete Products, Inc.

INDUSTRY
Concrete Block Manufacturer

LOCATIONS
Crum Lynne, Pennsylvania

Malvern, Pennsylvania

Trevose, Pennsylvania

NUMBER OF EMPLOYEES
80

SYSTEM
Sage Accpac ERP

CHALLENGE
Older DOS-based application and customized point-of-sale application were no longer supported.

SOLUTION
ADSS Global upgraded Fizzano Brothers' DOS-based Accpac software to Sage Accpac ERP and developed a highly efficient, integrated point-of-sale application that precisely meets the company's needs.

RESULTS
A tailored invoicing solution increases accuracy of billing. Real-time point-of-sale data leads to accurate sales forecasts. ADSS Global provides a single source for software and network support to ensure smooth operations.

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.

and rather than turn each ticket into an individual invoice, the company consolidates those tickets each week and sends one invoice for each unique Customer, Job Site, and Plant. "It is just too cumbersome to generate an invoice for each ticket; we would end up sending some customers 40 or 50 invoices a week," explains Tocci. "Our customers appreciate the consolidation and it speeds receivables and cash receipt processing." The old Accpac system supported this model through a customized point of sale application.

Find The Right Partner

After a false start with another Business Partner, Fizzano Brothers hired ADSS Global, the number one Sage Accpac ERP Business Partner in the United States, to recreate the custom point-of-sale component to replace its outdated solution. "We needed a larger, established business partner with development resources and broad based knowledge of point of sale applications. We found that in ADSS Global," Tocci says.

ADSS Global took a methodical approach to the development project. It involved comprehensive analysis of the existing software and meetings with management and application users. "This diligence paid off," says Tocci. "It is a very complicated process, but they did it, and got it right."

The point-of-sale application runs in all three locations, and feeds sales data in real time to the Sage Accpac Inventory Control, Accounts Receivable, and General Ledger modules. "At any time, I can see up-to-the-minute sales data from any of our plant locations," says Tocci. ADSS Global built in full cash drawer functionality, including credit

card validation. A report that sorts the days' transactions by cash, check, and credit card speeds the end-of-day cash reconciliation process. "It works very well for us," Tocci adds.

Rapid Return On Investment

"Our return on investment began to pay off right away," says Tocci. "The insight we have into items and quantities sold and pending ensures we're manufacturing the correct amount of the right product, which is both efficient and cost-effective."

Tocci says that in the past it was not unusual for the back-ordered quantity of custom manufactured block to go uninvoiced because it was difficult to trace that product back to the original order after the initial shipment. Now, every custom ordered item is accounted for on a work ticket, ensuring that it is invoiced in a timely fashion.

End-To-End Support

In addition to software development and support, ADSS Global provides Fizzano Brothers with complete network support and SPAM filtering services. "It's very important to us to have a single support house that handles our network, our servers, and our software," Tocci says. "Whenever we have a question or problem, we only need to make one call."

Tocci is pleased with his company's decision to engage ADSS Global to upgrade Sage Accpac ERP and develop the customized point-of-sale application. "ADSS Global has the technical skills, the knowledge, the experience, and the staff required to tackle this large project and get it done right."

ADSS Global

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