



**Kemper Technology Consulting
Provides Seamless Software Integration
For Regional Midwest Furrier, Paving
The Way For Their Future Growth**

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>> Automating front- and back-end operations saves both time and money

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The Challenge

As a premier regional Midwest furrier, our client specializes in fur, leather, shearling and accessories. Capabilities and services include unique custom designs for home furnishings or novelty items, storage, cleaning, reconditioning, repair, appraisals, shearing, and dying.

Having three locations in the Midwest with nationwide clientele, the furrier relied on cumbersome methods and technology to handle its day-to-day operations and manage its 1,500-2,500 different SKUs. Inventory updates typically occurred twice a week – taking anywhere from 30 to 60 minutes per location. In addition, the client utilized separate, non-integrated software for the accounting, sales, inventory management and supply chain functions. As a result, having real-time, accurate, up-to-date inventory information by location was impossible. In order to verify an inventory item, the owner was forced to make a phone call – every time – interrupting day-to-day operations for the various locations.

To complicate matters more, the furrier had very demanding in-house generated form requirements – from appraisals and lay-a-ways, to sales and storage agreements. Each form was customized, referencing specific database-driven client information.

The Solution

Kemper Technology Consulting (KTC) recognized the need to simplify operations while providing maximum flexibility and future growth. Thanks to a pre-existing relationship involving the Sage Accpac ERP package, Kemper Technology Consulting was already intimately familiar with the furrier's operations and organizational needs.

KTC seamlessly integrated Sage Accpac ePOS, a point-of-sale program, providing a complete solution to both front- and back-office transaction processing.

Sage Accpac ePOS provided the following benefits to the furrier:

- Internet-based design, allows rapid, affordable deployment through a low-cost Internet connection, as well as anytime, anywhere access from any of its three locations.

- Real-time connectivity provides comprehensive inventory management, which improves supply chain input between the inventory, purchasing, receiving and sales functions.
- Customizable and comprehensive forms, all of which contain specific, in-depth content drawn from the furrier's database of 30,000-plus clients, can be printed off internally.

The Result

Now the furrier has real time connectivity – a luxury they've never had before – and all transactions, regardless of nature, are handled real time. Detailed business and system reporting are just a click away.

In addition, the furrier now has complete scalability and total mobility. As they frequently travel to various U.S. cities with caravan sales, real time inventory and sales data can now be easily downloaded to a laptop. Because the Sage Accpac ePOS uses a Web interface that supports remote locations, the furrier, with Internet connectivity, has a "mobile" store with complete, up-to-date information for each location. In addition, growth and expandability are made easy as additional retail locations are added.

Due to the tight integration between Sage Accpac ERP and Sage Accpac ePOS, the furrier is more self-sufficient and less dependent upon Kemper Technology Consulting as a system administrator. Since both products are from the same vendor, software integration issues are eliminated. Once the system is installed and customized according to the client's needs, it is virtually maintenance free.

Easy user interface combined with savvy customer tracking tools enable the furrier to better manage both their front- and back-end business operations as well as deepen and enhance their customer relationships.

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