



**Kemper Technology Consulting Helps  
Midwest Boat Distributor Realize a  
Substantial Increase in Productivity,  
Efficiency, and Inventory Trackability**

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>> Decreasing time spent on back-end operations positively affects bottom line

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### **The Challenge**

How do you effectively steer through the waters of growth and competition with an outdated, DOS-based, point-of-sale system? In the case of a Midwest boat distributor, the answer was simple...they couldn't. Our boat distributor, a long-time Kemper Technology Consulting client, realized it's hard to row with only half a boat when they upgraded their accounting package to Sage Accpac ERP.

After realizing the speed and benefits of a Windows-based accounting system (Sage Accpac ERP), our boat distributor wanted an enhanced point-of-sale system with similar features. Managing inventory, service and repair, and showroom operations was next to impossible. As a result, integration between front- and back-end procedures had become ineffective and cumbersome. Daily sales totals were tallied from three different reports, by hand. Information could only be obtained through a series of complicated steps that required "pushing" customer information and inventory data to the register and then retrieving transactions from the register. The boat distributor turned to Kemper Technology Consulting, long considered a partner dedicated to the client's success, for an ideal solution.

### **The Solution**

After thorough research and analysis, Kemper Technology Consulting provided the perfect fit – Sage Accpac ePOS. With the tight integration between Sage Accpac ERP and Sage Accpac ePOS, the boat distributor now has the perfect tools at hand to handle all front- and back-end operations easily. Sage Accpac ERP & ePOS benefits include:

- Back-end office time has been drastically reduced.
- Order entry and point-of-sale procedures are simplified and more easily managed.
- A user-friendly interface provides a comprehensive sales report for both order entry and over-the-counter operations.
- With its simplistic and intuitive design, training staff is virtually effortless.
- The customers' shopping experiences are quicker, more efficient, and overall more professionally handled.
- Up-to-the-minute inventory, pricing and customer details are available at the point-of-sale.

- With its Internet-based design, single server installation made initial deployment and on-going maintenance fast and cost effective. In addition, our boat distributor gets uninterrupted use of POS terminals, even if the network connection is lost.

## The Result

Our boat distributor has multiple components to its business – an expansive showroom containing expensive, physical inventory including pontoon, deck, aluminum fishing, jon, runabout, bass, and fiberglass boats. In addition they handle the primary accessories, motors, trailers, canvas covers, and service and repair. Now all facets of their business are collectively trackable through a single, tightly-integrated ERP and ePOS system.

As is typical within the boating industry, business is seasonal – Memorial Day to Labor Day – approximately 100 days – not surprising. Our boat distributor, with more than 1,000 different SKUs processes 85% of their accessory and showroom sales during this time frame. With the implementation of Sage Accpac ERP and ePOS, our boat distributor has eliminated a minimum of 1.5 hours per day on back-end operations. Reallocating that same 1.5 hours to the sales process, multiplied by 100 days, our Distributor has now increased their selling cycle by almost three weeks!

Kemper Technology Consulting's extensive experience and innate understanding of their business model and goals allowed the boat distributor to realize a substantial increase in productivity and efficiency – both of which will positively affect their bottom line as well as position them for future growth.

### Contact Information

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