

CUSTOMER SUCCESS



VTP Trans Parts Revs Up Sales and Profits with Sage BusinessWorks

Sometimes, all it takes is a shift in your business model to completely transform a company. That's what happened with VTP Trans Parts, Inc., which spent its first 14 years as a "mom and pop" shop taking apart auto transmissions and scrapping the metal.

Everything changed in 2001, when VTP began selling transmission rebuilding kits, bands, filters, and other rebuilding parts. Today the company generates \$1 million in sales every month, offers a total of 7,000 different parts, and occupies three warehouses.

Shifting Gears to Sage BusinessWorks

VTP Trans Parts had used Peachtree by Sage as its accounting software since it started selling rebuilding kits, but never dreamed that the company would grow so large so quickly. "Peachtree by Sage is a great product," says John Crooks, sales manager. "But it was never meant for handling the enormous volumes of transactions we're doing. Our data fields were much too large for it and we needed more than the five concurrent users it permitted.

"We tried upgrading Peachtree by Sage and adding distribution capabilities," he continues. "We also tried creating a new company within the system every six months as a work-around answer, so we could stay with our software. But we'd already become a \$10 million dollar company, and could see \$14 million on the horizon. It became obvious that we needed a more heavy-duty business solution."

Crooks describes himself as VTP's "resident computer geek," so the job of selecting a replacement fell on his shoulders. "I looked at other packages like Cougar Mountain and Great Plains," he says. "But since we'd had such good luck with Sage in the past, we decided to stay within their family of products. Given our size and structure, Sage BusinessWorks was the logical choice."

Going Into Overdrive

VTP now uses Sage Businessworks to manage all its financial processes, including payables, receivables, general ledger, and cash management. In operations, the software has automated order entry, purchasing, and inventory control.

Customer:

VTP Transmission Parts, Inc.

Industry:

Auto transmission parts

Location:

Brooklyn, New York

Number of Locations: Three

Number of Employees: 50

System:

Sage BusinessWorks

- Accounts Receivable
- General Ledger
- Inventory Control
- Order Entry
- Accounts Payable
- Cash Management
- System Manager

CHALLENGE

Increase data file size and number of software transactions without system crashes; boost number of concurrent users to improve growth potential.

SOLUTION

Sage BusinessWorks with suite of financial and operational modules, for faster and more dependable access to business data.

RESULTS

Software streamlined purchasing process by 40%, company now handles 20% more business without extra staff; profits increased 2.5% in two months.

Following implementation of Sage BusinessWorks, VTP was able to increase its workstations. But that was not all. "We have added more than 1,500 new part numbers and many new customers to our database since making the change," says Crooks. "Now our system runs considerably faster and smoother. We also have the flexibility of 25 different price levels. And by adding new sales promotional features with the software, our sales increased six percent in just two months. During the same time period, improvements in our purchasing methods increased an amazing 2.5 percent."

"Perfect Combination"

In addition to system effectiveness, Crooks found that Sage BusinessWorks offered what he called "the perfect combination of value and functionality."

"Sage BusinessWorks solved our capacity problem and provides great reporting and record keeping, as well as maintenance of historical purchase data," Crooks says. "In addition, we converted to Sage BusinessWorks with ease. The price was right, and we did not have to spend another nickel for installation. By using custom reports and the export feature, I can manipulate data in the system in any form or format I choose. This is incredibly helpful."

He likes the speedy process of Sage BusinessWorks also. "We no longer have time for a cigarette while the system is printing an invoice," Crooks notes. "Sage BusinessWorks gives us nearly instantaneous results."

Virtual Mileage

Another aspect that sold VTP on Sage BusinessWorks was its ability to accommodate off-site employees through a secure network connection.

"We have nine users, two of whom are salespeople working remotely," says Crooks. "Field staff can now connect to Sage BusinessWorks using a remote access Web portal and connect with VTP headquarters on a round-the-clock virtual private network. This makes our salespeople much more productive."

"We streamlined our purchasing process by 40 percent and increased total business volume by 20 percent without adding people, thanks to Sage BusinessWorks... I'd buy it again in a New York minute."

High-Gear Efficiencies

As a direct result of adopting Sage BusinessWorks, VTP now services a larger customer base in a faster and more efficient manner. Crooks believes that the efficiencies have contributed to a happier workforce as well.

"We streamlined our purchasing process by 40 percent and increased total business volume by 20 percent without adding people, thanks to Sage BusinessWorks," Crooks says. "The software also makes my job a lot easier because I don't have to work on the computer as much, and instead can concentrate on selling more parts."

Crooks encourages others in his position to adopt Sage BusinessWorks and other Sage products. "Sage BusinessWorks let us make a big leap forward for very little money, while still staying with Sage Software as our manufacturer," he says. "I'd buy it again in a New York minute."

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