AccountMate®

Logo Products Manufacturer Replaces 'Nightmare' Spreadsheets with AccountMate Software System

For over two decades Kolder, Inc. has manufactured high quality beverage insulators and Kooler Bags™. Founded in 1982, the Texas-based manufacturer produces a myriad of licensed and novelty products bearing the marks of the NFL, MLB, NBA, NHL, Anheuser-Busch, Corona, Miller Brewing, Coors, Molson, and over 130 colleges.

Kolder products are distributed in grocery stores, gas stations, drug stores, beach shops, team concession stands, party stores, college bookstores, surf shops, hardware stores and big box retailers nationally.

In 2007 Kolder added private labeling and custom ordering to their repertoire of product offerings with the acquisition of Numo Manufacturing. Today, the company manufactures products for promotional and retail markets in three North American facilities with over 450 employees company-wide.

The Challenge

Since the company's inception, Kolder's top priority was developing efficient systems and processes internally that enabled them to produce quality orders quickly. Prior to acquiring Numo, both companies used different Enterprise Resource Planning (ERP) solutions. "After the Numo acquisition we operated two different businesses systems independently for a while," recalls Jim Martin, Vice-President of Operations. "It was a nightmare. We used spreadsheets to manage day-to-day operations because we didn't have a comprehensive software system to manage our growing business. This was time intensive and required a tremendous amount of human resources."

As a result, employees spent valuable time and resources each month managing inefficient business operations.

Kolder specifically looked for a robust business and financial management solution that would provide real-time information and automation, and integrate manufacturing, inventory, order entry and accounting processes at all three manufacturing locations. Additionally, Kolder wanted a new business model that replicated their competitive edge in the marketplace without compromising customer satisfaction.

The Solution

To resolve these issues, Kolder contacted Tamlin Software Developers, Inc., an Elite AccountMate Business Partner with a well-deserved reputation for providing comprehensive business solutions. Following Tamlin's recommendation, Kolder implemented AccountMate SQL with Manufacturing Conductor™ due to the programs scalability and open architecture to accommodate their expansive business.

With AccountMate SQL, Kolder has a comprehensive financial business solution. Company employees can access current customer and vendor account information, check inventory availability at multiple manufacturing facilities and verify order status in real-time.

Employees can easily check customer account holds, vendor delivery status and inventory levels expediting the entire sales process. Equipping the sales team with up-to-the-minute information creates a knowledgeable workforce ultimately boosting productivity, sales and customer service.

Integrating with AccountMate accounting software, Manufacturing Conductor™ provides comprehensive shop floor control and real-time management of production activities. Raw

materials are identified in Manufacturing Conductor™, released to the plant floor and then bar-coded for tracking.

As components and subassemblies move through the manufacturing process, each movement is tracked with pertinent data so Kolder can provide accurate inventory, costing and up-to-the-minute order status in multiple facilities. Seamless integration with Kolder's UPS shipping software enable customer service representatives to track orders and provide delivery status in real-time.

AccountMate's Customer Relationship Management (CRM) solution, *powered by* INFO*trac*, provides real-time customer management and financial reporting in multiple locations. With quick access to current and historical information at their finger-tips, employees can provide exceptional customer service with more efficient and faster order entry.

CRM also synchronizes multiple locations, enabling all company employees to have a real-time snapshot of current product, pricing and customer information. Employees can also easily attach files for items such as customer artwork, invoices and other key documents, ultimately improving customer relationships.

Kolder also needed an integrated credit card process and implemented MKT Credit Card Software to process credit cards in real-time while placing orders.

The Result

After working with Tamlin to integrate all manufacturing and accounting processes in multiple locations in just three months, Kolder has a comprehensive manufacturing and financial accounting powerhouse at their fingertips. "Now we can receive a purchase order from a customer for custom artwork, and process and ship the order within 24 hours" explains Martin. "Previously, this took about 48—72 hours."

From a financial standpoint, Kolder is transparent across locations and can easily report sales by product lines or by facility. The system efficiencies have also allowed the

company to reduce administrative staff by 35% without compromising customer satisfaction.

AccountMate's open architecture, scalability and seamless integration with industry-specific programs provide a dynamic business management solution Kolder can build on. "I am very pleased with the end result" says Martin. "We have a very good complement of applications that will support our future growth."

About Third Party Application

Manufacturing Conductor™ is a shop floor control system that provides robust, cost-effective, real-time, "total" business management that links the shop floor with the back office, optimizing business operations. **www.tamlinsoftware.com**

MKT Credit Card Processing Software enables a company to authorize, settle and manage credit card transactions directly within AccountMate. **www.baileyen.com**

About Tamlin Software Developers, Inc.

Tamlin Software Developers, Inc. developed Manufacturing Conductor™ and has been providing Enterprise Resource Planning and Shop Floor Control solutions to small to mid-range manufacturers and distributors since 1991. Tamlin can be reached at (214) 739-6576 or at **www.tamlinsoftware.com**.

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or **www.accountmate.com**.