



## Software That Fits

### Customer

#### CanSave

www.cansave.ca

### Corporate Headquarters

Barrie, Ontario, Canada

### Type of Business

Building Specialty Products  
Distributor

**Number of Locations:** 1

**Number of Employees:** 120

**Number of Users:** 30

### Software Installed:

Accounts Payable  
Accounts Receivable  
Bank Reconciliation  
Customer Inventory  
General Ledger  
Inventory Control  
Purchase Order  
Return Merchandise Authorization  
Sales Order

*"Being in the building material industry, we know the importance of a solid foundation. In terms of our business, AccountMate and ACCU-DART gave us that solid foundation upon which we could grow and evolve our business in a rapidly changing marketplace. That solid foundation has been critical to our surviving and thriving in a challenging marketplace."*

*– Dan McArthur, CanSave  
President and CEO*

## Distributor Dramatically Increases Inventory Efficiency and Accuracy with AccountMate

CanSave is a wholesale distributor of top quality, name brand products for new construction and renovation projects. In business since 1982, the company focuses resources in three core business areas: building materials, kitchen and bath, and doors. CanSave serves the lumber and building materials industry as an adaptive and efficient value-added link in the supply-chain.

Providing simple, innovative solutions with a knowledgeable team of building specialists is the foundation of their success. Today, the company serves over 1,600 retail lumber/building material (LBM) dealers, specialty retail dealers and OEM accounts in Ontario, Quebec and Atlantic Canada.

### The Challenge

Offering high-quality building solutions and one-on-one customer support, CanSave knows how to build a sustainable business from the ground up. "Being in the building material industry, we know the importance of a solid foundation," recalls Dan McArthur, CanSave President and CEO.

With continual growth and increasing competition from larger national distributors, the company eventually outpaced their technology infrastructure. Maintaining accurate inventory levels and processing customer orders was a logistical challenge. As distribution requirements increased, managing the company's expanding inventory and production planning became increasingly difficult. Employees spent valuable time and human resources each month solving inventory discrepancies. Additionally, wrong or incomplete customer shipments resulted in unfavorable back-orders and costly delivery inaccuracies.

Consequently, CanSave needed to upgrade their accounting system and wanted a more sophisticated business solution that would integrate their distribution requirements, increase customer satisfaction plus keep pace with increasing sales demand.

### The Solution

In order to accomplish this, CanSave turned to Executive Concepts, an Elite AccountMate Business Partner with a well-deserved reputation for providing customized business solutions.

Upon Executive Concepts' recommendation, the company implemented AccountMate SQL due to the program's scalability and open architecture to solve CanSave's logistical requirements. Adding on industry-specific programs to solve inventory and distribution challenges was seamless with

AccountMate's award-winning program design. With the integration of Accurate Direct Access Remote Terminal system (ACCU-DART), CanSave has the real-time warehouse and inventory management solution it needed.

To solve CanSave's logistical challenges, Executive Concepts modified AccountMate and ACCU-DART logic to ensure that the necessary internal paperwork required to place, track and follow-up on custom and direct ship orders was automatically generated. Using radio-frequency bar-code scanning technology, ACCU-DART automates the pick-pack-ship process and dramatically improves inventory management. Instant updates to AccountMate data ensures that all users throughout the CanSave organization have the most up-to-the-minute information. As a result, these logistical changes have dramatically reduced customer order errors, back-orders and inventory discrepancies. By sharing all pertinent information company-wide, ACCU-DART creates a knowledgeable workforce which ultimately improves customer satisfaction.

## The Results

Working in synch, the AccountMate and ACCU-DART business management solutions have created a complete front-to-back business system that CanSave can build upon. After working with Executive Concepts to implement these customized solutions, order accuracies have increased from 87% to over 96%. "ACCU-DART has proven itself to be an extremely cost effective way of generating huge efficiencies," recalls McArthur.

The integrated hardware and software of this system have generated a very quick—and sustained—payoff for CanSave. ACCU-DART makes us more efficient and more competitive."

McArthur feels strongly that "In terms of our business, AccountMate and ACCU-DART gave us that solid foundation upon which we could grow and evolve our business in a rapidly changing marketplace. That solid foundation has been critical to our surviving and thriving in a challenging marketplace."

## About Executive Concepts

Executive Concepts is a Toronto based management consulting company that specializes in delivering solutions to its customers. With the objective of providing long term solutions to the SME marketplace, Executive Concepts has been involved in delivering source code available solutions since 1988. Executive Concepts specializes exclusively in delivering AccountMate solutions to companies. For more information, contact [www.executiveconcepts.com](http://www.executiveconcepts.com).

## About AccountMate Software Corporation

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is available for local installation or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at [www.accountmate.com](http://www.accountmate.com).

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