



Software That Fits

Client

EnvirOx, LLC
Danville, Illinois

Type of Business

Developer, manufacturer and distributor of environmentally preferred cleaning products

Number of Locations: 1

Number of Employees: 40

AccountMate Users on System: 20

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Customer Relationship Management
- General Ledger
- Inventory Control
- Lot Control
- Manufacturing
- Pricing Control
- Payroll
- Purchase Order
- Return Merchandise Authorization
- Sales Order

"We are constantly looking for new ways to increase efficiency. With AccountMate, we have a business solution that can keep pace with our anticipated growth expectations."

— Andy Wagner,
Controller,
EnvirOx, LLC

Green Cleaning Manufacturer Doubles Revenue and Triples Sales Order Volume With AccountMate Software as Their Business Backbone

EnvirOx, LLC is an Illinois-based developer and manufacturer of environmentally preferred cleaning solutions. Founded in 1995 as a research project, their primary objective was to develop a cleaning technology that would reduce toxicity in a friendly way with one concentrated product. "We effectively eliminated the need for traditional, higher toxicity ingredients such as alcohols, glycol ethers, acid, caustics, amines, ammonia, bleach, phosphates, detergents and quaternary ammonia compounds," recalls Patrick Stewart, CEO of EnvirOx. "The result was one, low toxicity product that performed all the general janitorial cleaning tasks at various dilution rates."

Today, EnvirOx is an industry leader with their invention of stabilized hydrogen peroxide cleaning technology. An eco-friendly solution for commercial cleaning throughout the United States, the company introduced healthier cleaning and personal care products with its EnvirOx professional line and OurHouse consumer line.

The Challenge

With cleaning products formulated for maximum strength and minimum toxicity, EnvirOx experienced rapid growth as knowledge of its healthier, earth-friendly cleaning solutions spread. As the company grew from a small specialty company into a national developer and distributor, they quickly outpaced their technology infrastructure.

Growing more than 10% in revenue per year since the company was founded, EnvirOx exceeded the multi-user ability of their well known accounting package. With the number of employees increasing proportionately with the increase in sales volume, every Customer Service and Sales Representative needed to be an expert and track activity, issues and interactions with every customer. Additionally, managing its expanding inventory, production planning and lot tracking of raw materials and finished goods became increasingly challenging as distribution requirements increased.

Consequently, EnvirOx needed to upgrade their accounting system and wanted a more sophisticated business solution that would integrate their client management, manufacturing and distribution requirements, plus keep pace with increasing sales demand.

The Solution

To resolve the situation, EnvirOx turned to NexLAN, an AccountMate Elite Solution Provider with a well-deserved reputation for providing complete business solutions. "EnvirOx had numerous business management requirements, and the solutions for them needed to have a 'common integrated backbone' to reduce friction in the internal business processes," noted Kevin Stroud, President of NexLAN.

Upon NexLAN's recommendation, the company implemented AccountMate SQL due to the programs scalability and open architecture to meet EnvirOx's growing business requirements right out of the box. With AccountMate's award-winning program design, adding on industry-specific

programs to solve sales support and distribution challenges was a seamless integration.

INFOtrac for AccountMate, AccountMate's Customer Relationship Management (CRM) solution, provides real-time customer management. With quick access to current and historical information at their finger-tips, every employee can provide exceptional customer service. INFOtrac for AccountMate also synchronizes with an outside sales force, enabling the company's sales team to have a mobile snapshot of current product, pricing and customer information. Reported activities can be consolidated back into the central CRM database automatically. By sharing all pertinent information company-wide, INFOtrac for AccountMate creates a knowledgeable workforce ultimately improving customer relationships.

As EnvirOx expanded in the direct consumer market with their OurHouse brand, they needed a pick-pack order fulfillment solution to handle the volume of small sales orders generated. With the integration of Accurate Direct Access Remote Terminal system (ACCU-DART), the company had the real-time warehouse and inventory management solution it needed. Using radio-frequency bar-code scanning technology, ACCU-DART automates the sales order verification during the pick-pack process and instantly updates AccountMate, ensuring that all users throughout the organization have the most up-to-the-minute information.

With the increase of sales orders generated, EnvirOx needed to be able to report profit and loss of shipping and handling charges. Freight Plus integrates directly with FedEx in real-time, allowing the company to determine if shipping and handling charges are cost effective on-the-spot. Additionally, Freight Plus feeds the FedEx tracking back into AccountMate where it is readily accessible to Customer Service Representatives.

EnvirOx also needed seamless integration with an e-commerce solution for their OurHouse consumer division sales, and was able to leverage AccountMate's open database architecture for complete two-way synchronization.

The Results

Using industry-specific program solutions for warehouse functions and AccountMate financial software as their business backbone, EnvirOx has a comprehensive front-to-back office solution. Since 2003, the company has doubled revenue and tripled sales order volume. "We are constantly looking for new ways to

increase efficiency," adds Andy Wagner, EnvirOx Controller. "With AccountMate, we have a business solution that can keep pace with our anticipated growth expectations." AccountMate's open architecture, scalability and seamless integration with industry-specific programs provide the state-of-the-art technology infrastructure EnvirOx can build on.

About the Client

EnvirOx, LLC is a leader in the manufacturing and marketing of environmentally preferred cleaning solutions, and is known for the invention of stabilized hydrogen peroxide cleaning technology. The company introduces healthier cleaning and personal care products with its professional line under the EnvirOx name and its new OurHouse consumer line.

www.EnvirOxClean.com

About NexLAN

NexLAN is recognized as a leading technology partner in the Midwest. NexLAN was selected by Accounting Technology as one of eleven Killer VARs in 2005 and "Top 100 Pacesetter" by Accounting Technology in 2005, 2006 and 2007. NexLAN is an AccountMate Elite Solution Provider specializing in mid-tier manufacturing/accounting solutions and custom software development. www.nexlan.com.

About Third Party Add On Solutions

Executive Concepts—Accurate Direct Access Remote Terminal system (ACCU-DART) wirelessly connects warehouse operations in real-time to record shipping and receiving.

www.executiveconcepts.com

Carrera Computers—Freight Plus imports shipping and delivery information directly to Sales Orders/Invoices in real-time.

www.frtplus.com

About AccountMate

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 distributed exclusively through a worldwide channel of authorized solution providers.

AccountMate can be reached at (800) 877-8896 or at

www.accountmate.com

AccountMate Software Corporation

1445 Technology Lane | Suite A5 | Petaluma, California 94954 | USA
800-877-8896 | 707-774-7500 | www.accountmate.com

Software That Fits