WHEN
QUICKBOOKS
INVENTORY
CONTROL
IS NOT
ENOUGH





If you are like many business owners or managers, your financial books are in good order, well organized and automated via QuickBooks™, but your inventory processes and recordkeeping lag.

Gaining control of one's inventory is a major challenge. In constant motion, inventory rushes into and out of warehouses, production facilities and retail stores, while being geographically spread among various locations. Labeling and tracking hundreds or thousands of individual items sometimes feels like tracking dozens of five-year-olds at a playground. Plus, many employees have access to inventory, which is why some of it, well, disappears.

Among a business's assets, inventory is often second only to accounts receivable as their most valuable. It is no wonder that inventory keeps many a business owner and manager awake at night.

QuickBooks, despite its many admirable attributes, is not a strong inventory control tool. Designed as a financial program, it is adept at after-the-fact accounting, but cumbersome and limited when relied on for inventory management. If your inventory management needs are simple — if your entire inventory is in one small location, your needs do not include detailed tracking information, such as bin numbers or serial lot tracking, and scanning capability seems unnecessary — then the functionality of QuickBooks's inventory module may meet your needs.

But if your inventory has complexity — making control a major management challenge — QuickBooks likely leaves you wanting. The product's more advanced inventory features can offer a range of functionality, but they are, in many cases, incomplete, cumbersome and inefficient. You will do better using an add-on inventory management package such as NumberCruncher's All Orders and All Orders Mobile, which is designed from the ground up to handle a wide variety of inventory needs.

You know you need more than QuickBooks if you:

- have inventory spread among multiple locations
- have warehouses that are sizable and carry many different items
- have many part numbers and vendors
- · need detailed tracking information, such as bin numbers, serial numbers and lot numbers
- need barcode scanning and printing capabilities
- · want to use mobile computers/scanners.

HOW "ALL ORDERS INVENTORY SOLUTION" PROVIDES A MORE COMPLETE INVENTORY SOLUTION

For a complete inventory solution, NumberCruncher's All Orders fits the bill. It outperforms not only QuickBooks Advanced Inventory module, but other add-ons as well. It has in-depth purchasing functionality, the ability to automatically generate purchase orders, to calculate reorder points, and vendor management capabilities including the ability to attach multiple vendors to the same product and your own internal part numbers.



Plus, all part barcodes are scannable with All Orders Mobile including your internal part number, vendor part number, UPC, manufacturer's part number and customer part number. QuickBooks can scan only one number. All Orders Mobile allows you to work in the way you need to work. Companies buy products from different vendors and different manufacturers, and all have different barcodes. Effective inventory management demands the ability to map and scan all these numbers. QuickBooks' inventory module lacks this capability, while All Orders Mobile has it.

On the sales side, All Orders Mobile can link a purchase order to a sales order, handle cross-docking, order scheduling, blanket orders, manufacturing bill of materials, quotes and more. And it can generate plenty of reports and calculations to meet virtually all your inventory management needs, as well as giving you the ability to take full advantage of the powerful barcode label printing capability of All Orders.

All versions of All Orders are backed by U.S.-based support. Jason M., operations manager at American Quality Foods, Mills River, N.C., a specialty dessert manufacturer, says: "Members of the NumberCrunchers team really went above and beyond to resolve our issues... and we came away feeling each person truly cared about what they were doing for our company, not only working afterhours, but on the weekend to make sure we had little to no downtime during normal business hours."

HOW AUTOMATING YOUR INVENTORY PROCESS CAN SAVE YOU TIME & MONEY

The cost benefits of automating your inventory processes differ from business to business, but consider: How long does it take to write down with paper and pencil the product codes and serial numbers for a shipment of 10 boxes? At 15 seconds per carton, it takes 2.5 minutes. If those cartons were scanned, how long would they take? Probably 10 to 20 seconds, total. In this simple scenario, labor time is cut by about 90%.

Plus, with handwritten data, the chance of error is high. It has been said that the typical error rate for written data entered is 1 error per 300 characters. Chances are good that one or two 10-carton orders will produce at least one data entry error when done by hand versus virtually zero with a scanner.

Errors also occur because of incorrect picks. If you have a 97% effective pick-to-ship rate and ship 1,000 orders per month, 10 orders will go out incorrectly. Costs for correcting problem shipments often result in 5% to 10% of the sale to correct the error. Correction costs may include administrative, shipping, warehousing and other expenses; if it costs you, say, \$250, to correct an error, errors hit your bottom line at a rate of \$2,500 per month or \$30,000 per year. With a system like All Orders Mobile, a correct ship rate of 99.9% (1 error per month) is possible, which brings the cost of errors down to \$250 per month or \$3,000 per year, producing a savings of \$27,000 per year.

With a mobile scanning device, such as the Unitech PA690 equipped with All Orders Mobile, efficiency is boosted even more. Typically, orders are picked and brought to a staging



area where they are checked and packed. If in error, the picker must travel back to the where the inventory is located and repick the order.

These same workers using a mobile device can validate each stage of the order pick: Pickers scan their location in the warehouse to validate they are where they should be. As each item is picked, pickers scan the item and All Orders Mobile matches the item to the order — if the item is not in the order, the picker knows immediately. At the same time, All Orders Mobile updates a variety of information on the computer network, such as inventory levels, keeping management up to date on stock levels.

You will benefit from All Orders and All Orders Mobile in such ways as:
more timely knowledge about what product you have and where it is
increased free cash flow because inventory levels better match needs
improved inventory data, including what is coming in, what is going out, and stock levels
improved customer service as orders are filled faster and with greater accuracy, and out-of-stock
incidents decline

lower costs as labor costs decline, order fulfillment accuracy increases and obsolete inventory levels fall

easy integration with all versions of QuickBooks

short learning curve as All Orders is designed for QuickBooks users; if you know QuickBooks, mastering All Orders is simple and quick.

Case Study: Quality Bakery Products

Quality Bakery Products (QBP) is a wholesale baker in Houston, Texas that uses All Orders Mobile. It manufactures both bakery ingredients and finished baked products, and sells to retailers, wholesalers, in-store bakeries and food service establishments. Using All Orders Mobile, each order is received, printed, and then scanned into one of four Unitech PA690 mobile devices, where the electronic pick ticket shows up. Because this device is connected wirelessly to the network, the picker is not tethered to a computer. Up to five orders can be scanned and filled at the same time.

As each item is retrieved and placed in a basket, it is recorded on the pick order. When completed, the picker brings the order to the shipping area where a pick ticket, packing list and shipping label are generated, all within the All Orders system.

Because QBP deals with food products, it has stringent tracking requirements based on strict food traceability guidelines from the Food and Drug Administration. A company like QBP must know at all times where and to whom its products are sold. In 2007, one of the nation's largest manufacturers of frozen hamburgers faced a product recall. Because it could not adequately trace its products, the FDA required that it recall more than 20 million pounds of ground beef products. A week later, it was out of business because of the recall's costs. In the food business, accuracy and completeness matter, and QBP relies on All Orders Mobile to



maintain the needed recordkeeping when used with QuickBooks.

"We use All Orders in conjunction with QuickBooks Enterprise, and we are extremely pleased with the added reporting capabilities, features, and navigation of All Orders," says Mike T., a QBT account manager. "All Orders has significantly improved our bill-of-materials process, especially to factor our true assembly costs. We also have benefitted from the Work Orders feature." He also notes: "We implemented All Orders in March 2010 and highly recommend this software to any potential users."

For more information about the All Orders solution, please contact:

NumberCruncher.com, Inc. 4651 Sheridan Street, Suite 300B Hollywood, FL 33021

Tel:1-866-CRUNCHER
Email: support@numbercruncher.com
Web: www.numbercruncher.com

A fully functional All Orders and All Orders Mobile is available for a free 30-day trial period.

Go to www.NumberCruncher.com to download the trial.