



Smart e-Solutions Inc.

Integrated Business Solutions
Partner - WAC Consulting Group

AIRPARTS, INC.

Company Profile

Type of
Organization

Aircraft Parts Supplier

Headquarters

Kansas City, KS

Other Information

Family-Owned Business

Founded in 1969

System Profile

Sage Pro ERP

- General Ledger
- Accounts Payable
- Accounts Receivable
- Inventory Control
- Sales Order Entry
- Purchase Orders
- Payroll



CUSTOMER SUCCESS STORY

Airparts, Inc. Takes Flight with Sage Pro ERP and Smart e-Solutions

Airparts, Inc. is a family-owned business and has been providing parts and supplies to non-commercial aircraft enthusiasts since 1967. From their location in Kansas City, KS, they provide the very finest in aviation products including aluminum sheet, coil, steel tubing and other aircraft construction supplies to thousands of aviation clients worldwide. According to Chris Whitney, Vice President of Airparts, "For over 40 years, we've been providing raw material to customers who build their own small aircraft."



Old System Hits Some Turbulence

As the family business transitioned to a new generation, the need for new technology became apparent as inefficient manual data entry and reliance on a loose collection of spreadsheets made it difficult to track inventory and satisfy customer demand. Chris recalls, "Our old system was difficult to use and the reports were completely unreliable. We had no idea how many units were sold, how much we had in inventory, and simply weren't running our business efficiently."

Airparts had been running an old DOS version of Sage VisionPoint for many years. However as time went by and the business changed, they realized that VisionPoint was no longer functioning as a useful business tool. According to Chris, "We spent countless hours manually tracking inventory in spreadsheets outside of the system and our books were really out of whack. We had to pay an outside bookkeeper every month just to get the GL in balance and piece together financial statements. For the most part, we were running the business on instinct and *not* reliable data." However, a solution to their problems was just over the horizon!

Smart e-Solutions Provides a Tailwind and Business Soars

To help tackle this challenge, Chris turned straight to Karen Smart of Smart e-Solutions – a business solution provider based in Lawrence, Kansas. After lengthy discussions and an evaluation of Airparts business, Karen recommended a migration from the old DOS-based VisionPoint accounting program to the more efficient and fully-integrated Sage Pro ERP. According to Chris, "Through our conversations with Karen, we discovered that many of the tasks we were doing in spreadsheets could be managed with the new software. Sage Software also offered a very nice migration path from VisionPoint to Sage Pro ERP ... and the migration discount didn't hurt either!"

Smart e-Solutions piloted the migration leveraging software expertise, business experience, training and support to ensure a smooth transition for Airparts. According to Karen Smart, "We invest invaluable time in understanding the needs of each of our clients to ensure that our solutions fit their business and they get the most out of their software investment." The

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“We’ve Completely Eliminated Duplicate Data Entry Which has Enabled Us to Process Quotes and Sales Orders 60% Faster”

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- Chris Whitney
Vice President
Airparts, Inc.

result was a software system that molds to the way that Airparts does business while introducing new avenues for efficiency that were unavailable in the old system. Chris comments, “We can’t speak highly enough of how professional, warm and friendly the Smart e-Solutions team is and I couldn’t have asked for a smoother transition.” In fact, Smart e-Solutions installed the new system over a weekend so that Airparts could continue serving it’s customers without interruption. Chris adds, “Smart e-Solutions recognized that we couldn’t afford to have our system down during business hours. They really went the extra mile and we never missed a beat.”

Coming in for a Smooth Landing

Chris excitedly states, “Our new system is fantastic. Over the next few years, we are going to become a totally different company and I’m excited about it.” She adds, “Sage Pro has saved us so much time and we’ve eliminated duplicate data entry! I used to type quotes out manually in an email then later re-enter that same data on an order. Now I’m able to efficiently provide formalized quotes from the system and easily transfer that data to a new sales order. This process alone is 60% faster!”

Better reporting tools with Sage Pro ERP means better budgeting, better planning and no more guess work. Chris says, “I can now look at historical inventory and financial data, evaluate sales for a specific period of time, make adjustments directly in the system, and

make better decisions about which products sell, which ones don’t, and which are most profitable.”

With a background in accounting, Karen Smart was able to go beyond just a new system implementation to provide Airparts personnel with detailed General Ledger training and accounting guidance. Chris states, “Combining our new reporting tools with the accounting training, Smart e-Solutions has enabled us to become completely self-sufficient and no longer rely on an outside bookkeeper ... and of course they’re always available for ongoing support and quick to respond when we need help.”

Navigating the Horizon

Chris closes in saying, “For a small business, a transition like this can be overwhelming. But thanks to the support of Smart e-Solutions, it has been a smooth landing for us. They really care about our business and we aren’t just another software sale. In fact, Karen and I are actually becoming very good friends and I look forward to a fantastic relationship both personally and professionally for many years to come.”



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About Smart e-Solutions

Smart e-Solutions has been providing automated accounting software and business solutions to companies all over the US for nearly 12 years. We specialize in creating turnkey solutions in the areas of accounting, manufacturing, sales, and human resources for retailers, distribution centers, manufacturing companies, government agencies, service, and not-for-profit organizations. “Our mission is your success.” We mean it!