

# Substantial Cost Savings and ROI Supported Decision by PC-Products<sup>®</sup> to Switch to TrueCommerce

## Objective

- Integrate EDI solution with Peachtree by Sage Software<sup>®</sup> to improve overall productivity and achieve fast, measurable cost savings.

## Solution

- Implement simple and affordable end-to-end EDI solution from TrueCommerce

## Results/Benefits

- Integration with Peachtree accounting software created substantial gains in productivity and reduced costs – estimated ROI of less than one year!
- More detailed reports created and automatic updates deployed with point-and-click simplicity and expediency.
- Single partner solution delivered responsive, reliable implementation and support.

**“I love it! It’s much simpler to use and less work than with Sterling.”**

Patty Bechtold  
Customer Service Manager  
PC-Products

**“Our partnership with TrueCommerce is like a good marriage. I can rely on them and they’re responsive.”**

Stefan Skweir  
Logistics Coordinator  
PC-Products

**“It’s so simple to use and cost-effective, I can’t believe it... We should have switched years ago.”**

Rose Westgate  
Office Manager  
PC-Products

## BACKGROUND

### **Overwhelming order volume necessitates change in EDI provider.**

Protective Coating Co., doing business as PC-Products<sup>®</sup> (PC), makes a full line of repair epoxies and wood restoration products for customers worldwide.

Prior to switching to TrueCommerce, PC was using a non-integrated EDI system from Sterling Commerce, the provider used by one of PC’s largest trading partners. “Sterling didn’t offer us the ability to integrate with our Peachtree by Sage<sup>®</sup> accounting software,” said Rose Westgate, PC Office Manager. “Double-entry processing became overwhelming, especially with hundreds of invoices going to individual stores – not a general warehouse – for one of the largest DIY home improvement chains in the country.”

## ADDRESSING THE ISSUES

### **TrueCommerce’s solution easily integrated with Peachtree; expert installation and ongoing support added to overall satisfaction.**

By switching to TrueCommerce in January, 2007, PC was able to integrate their EDI solution with Peachtree. “What impressed me was how quickly and easily we were able to accomplish the same tasks that took so much time with manual data entry;” said Stefan Skweir, PC-Products’ Logistics Coordinator.

“For example, when we tested the new system with Peachtree, we produced fourteen invoices in less than 20 minutes, and the invoice data was far more detailed than what was previously available. Not only did we get the integration we needed with TrueCommerce’s solution, but it was simple to use. Now, I’m much less busy doing manual data entry functions and can spend my time more productively on other important processes for the company.”

Additionally, Westgate commented on the speed and ease with which the TrueCommerce solution was installed and how well it integrated with Peachtree. “I was really impressed with our Peachtree integration specialist;” she noted. “He only had to make a few adjustments before it was ready to go, and once setup and testing was complete, the software worked flawlessly. TrueCommerce even filled in most of the redundant fields for us so we could get to work that much faster. Anyone using Peachtree should definitely go with TrueCommerce for their EDI system.”

## BENEFITING FROM THE RESULTS

**Substantial and measurable productivity improvements, considerable savings, and ease of use justified switch to TrueCommerce.**

Simplicity, time-savings and ease of use were major factors in achieving great satisfaction with the newly integrated EDI system. "It's so simple to use and cost-effective I can't believe it," Westgate said "We immediately saw at least a fifty percent reduction in time dedicated to transaction processing."

Added Westgate, "Our character costs are substantially less, as are our network cost savings. Sterling charged us to upgrade our software, but TrueCommerce doesn't. Also, because of Sterling's cost to add new customers, we could only offer automated EDI to our larger trading partners. But with TrueCommerce... smaller companies can now benefit from automated transaction processing. Conservatively, we estimate our monthly savings to be about thirty percent. Just based on monthly network savings, we anticipate an ROI of about eleven months, then substantial monthly savings from that point forward."

Westgate summed up her level of satisfaction: "TrueCommerce had called on my company for years," she said, "and we resisted making the change. But honestly, we should have switched years ago. They've really proven themselves to us."

"...once setup and testing was complete, the software worked flawlessly..."

## We Make EDI Painless.

Since 1995, our mission has been to make EDI painless for small to mid-tier companies by providing product and services that are simple to use, robust and affordable.

Our customers exchange tens of millions of EDI transactions annually within a variety of industries, including retail, banking, healthcare and government.



[www.truecommerce.com](http://www.truecommerce.com)

12330 Perry Highway, Suite 200  
Wexford, PA 15090

p: 724.940.5520  
f: 412.586.2240