About Solutions

We understand that choosing an ERP system that is right for your business is hard, and one size does not fit all.

To help you find the best ERP for your business, our solutions data sheets provide examples of common VersAccounts Cloud ERP configurations with cost. It is our hope that the majority of our customers will identify one of these configurations as being close to the one they need, thus simplifying the buying process.

Global Bike Part Distribution
Prior System: QuickBooks Enterprise, Agiliron, ShipStation

Owner: Brett

Brett has a small but fast growing company that is doing things that even his biggest competitors can't do. His company is a master distributor - a distributor to distributors (B2B) – for bike parts and accessories. He also sells to end customers directly (B2C).

When he started his business, he deployed QuickBooks Enterprise to manage his financials, Agiliron (QuickBooks add-on) to manage his inventory, and ShipStation for shipping.

Unfortunately, for Brett he had the same problem that many add-on users face. The integrations were not very reliable. Data in each of the systems was not synchronized. The biggest problem was getting

vendors of these systems to accept ownership for problems. Each one pointed to the other and nothing got done. All the while customers suffered as did the business.

In searching for a system, Brett looked for a vendor who would deliver solution without pointing fingers. Beyond that, he was looking for a single cloud product without the need for add-ons.

Since Brett had aggressive expansion plans, with respect to his B2B business, having a dealer portal was important to him. It would allow dealers to log in directly to his business system , browse through products, check inventory levels, and purchase on terms that were unique to them. In addition, it had to support Independent Sales Representatives. These reps would manage dealers via a Sales Rep Portal; including monitoring the activities of assigned dealers, placing orders on their behalf, and tracking their orders for them.

Brett's B2B business included dealing with retail chains. To support these chains Brett needed the system to offer a real-time feed of product inventory levels. The chains in turn could make these products available on their own websites, as well as in their POS systems.

At the same time Brett also planned to aggressively grow his B2C business. His plans included expanding his online presence to multiple owned

sites, as well as eBay, Amazon, and Walmart. The ability to manage multiple e-commerce sites from a single ERP system was essential.

Finally, since Brett shipped product all over the world, it was important that the pick-pack-ship process be such that the chances of shipping the wrong item (requiring replacement) were completely eliminated; via the use of bar-code scanners at every stage of the shipping process.

For Brett, the Infinity Edition of the VersAccounts Small Business Cloud ERP system with integrations for email, e-commerce, credit card gateway, shippers, and bar code scanners formed a solid foundation for his future plans. In addition, the VersAccounts Small Business Cloud ERP system eliminated the Agiliron and ShipStation add-ons. Finally, customizations not previously possible could be made via the VersAccounts API, allowing Brett to get a solution that was well tailored to support his business now and well into the future.

Summary Of Requirements

- Portals
  - Dealer
  - Independent Sales Reps
  - Product Catalog
  - Customer Specific Capabilities
- Retail Feed
  - Product Detail
  - Inventory Levels
  - Orders / Confirmation
- Advanced Warehouse Management
  - Pick-Pack-Ship
  - Barcodes / Scanners

VersAccounts Solution

- Infinity Edition
  - Implementation
  - 5 Full Users
  - 1 Business Entity
+ 20 Additional Full Users
+ 40 Dealer and Salesperson Portal Users
+ Shopify Integration with Master Data Management
+ Email Integration
+ Credit Card Gateway Integration
+ Retail Feed - Inventory Level Feed to Retailers
+ Barcode Scanner Integration
+ Shipper Integration
+ Software Customization

Infinity Edition
25 Full Users, 40 Portal Users

- Dealer & Ind. Rep. Portal
- shopify E-Commerce
- Retail POS & Website
- Advanced WMS
- Credit Card & ACH
- Bar code Scanners
- Shipping Software

USD $3,886/Month*

* Prices subject to change. For current pricing, please contact the VersAccounts sales team at sales@versaccounts.com