Project Summary

Recognized worldwide for dependability and technical expertise, GWY, Inc. is a global leader in the service and distribution of heavy-duty tools used in large-scale industrial products. GWY, Inc. opened its doors in 1975, offering quality service and repair. The company grew to house an expansive inventory of repair and replacement parts for all of their current bolt-installation tools as well as most of their discontinued models. As a small but growing company, GWY has expanded in other ways, too. Today, the company offers tool and equipment rentals and has more than doubled its workforce in the last five years, growing from its original three employees to the eight dedicated team members it employs today.

With a small workforce and continuously growing inventory of tools and parts, long-standing manual workarounds and an old accounting system no longer met the flourishing company's needs. Faced with operational roadblocks created by manual record-keeping and a lack of inventory management, GWY sought assistance through Blytheco, a proud partner of Sage 100cloud.

How GWY Automated Rental Processes and Streamlined Distribution with Sage 100cloud

A Blytheco Client Story

Blytheco
Transforming Companies

Company: GWY, Inc.

Location: Greenfield, NH

Industry: Distribution & Equipment Rental

Number of Employees: 10

Software Replaced: Sage 50 ERP

Solution(s) Considered: Sage 100cloud

Solution(s) Implemented:
Sage 100cloud, Automated Rental Management, Paya Credit Card Processing, and Multi-Currency

Website: www.gwyinc.com

Why Now

What started out as the hunt for a new accounting system turned into an overall operations and inventory management assessment. GWY recognized the need for a single system to handle all the complexities of their niche rental, service, and inventory business.

With a dedicated staff and an equally dedicated implementation partner in Blytheco, GWY took advantage of the web-based training opportunities. These gave GWY staff the confidence needed for a smooth transition during the Sage 100cloud launch.

Challenges Faced

1. Manual equipment rental processes
2. No visibility into open contracts
3. Lack of visibility into available inventory vs. allocated inventory
4. Limited staff engagement and data errors
5. Lack of flexible reporting, drill downs, or dashboards
6. Inability to conduct international currency exchange, resulting in manual calculations
7. Manual efforts outside the ERP resulted in miscommunications and lost revenue

Our Solution

1. Automated rental management
2. Built-in contract management
3. Inventory controls, serialized inventory, and allocated item visibility
4. Delineated staff roles and department control
5. Robust financials, out-of-the-box reports, and performance dashboards
6. Automated multicurrency conversions
7. Company-wide automated processes; purchasing, invoicing, rentals, inventory tracking, and reporting
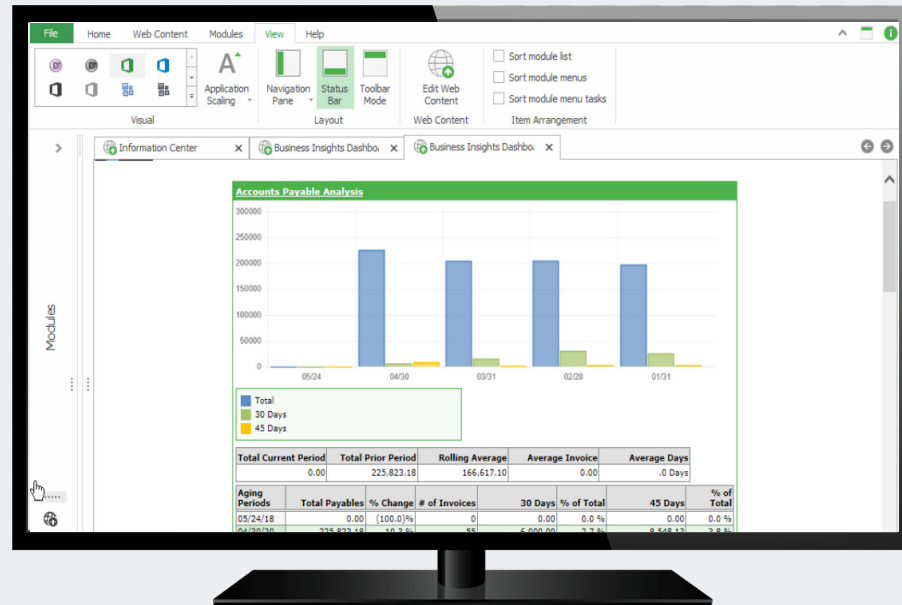
sage 100cloud

Product Highlights

- Lot and serial control
- Sales tax reporting
- Item aliases
- Flexible pricing controls
- Robust return processes (RMA)
- Paperless office—customer and vendor documents
- KPIs and dashboards

"Sage 100cloud keeps us accountable and more efficient, and it also forces us to think about what we're doing and how different elements of the operation are affected down the line. Sage enabled us to break free from manual workarounds so we do things right the first time. We've all gotten quick and efficient at using the technology's suite of capabilities."

—**Catharine Matteo, Accounting**
GWY, Inc.

Client Perspective

"We were able to see the level of skill, expertise, and organization at Blytheco, whereas all the other companies showed us was how bad it could be. I consider our implementation partner a friend.

Blytheco really helped us to streamline processes, delineate roles in the system, and in the end, position us for future growth. We get great support—Blytheco communicates with our third-party vendors extremely well—more effectively than we ever could.

With organized web-based training and the equal dedication of GWY staff with Blytheco project managers, systems were fully functional six weeks after implementation.

Blytheco's staff became an extension of our own staff and solicited our feedback along the way to ensure we'd been provided the level of service we were promised. The turnaround has been phenomenal."

—**Heath Mitchell, President**
GWY, Inc.

Key Results and Milestones

Completely automated all rental processes in less than 6 months	Serialized over 150 inventory items including parts and equipment	Achieved 100% accuracy and automation of international currency conversion

949.583.9500
solutions@blytheco.com
www.blytheco.com

Call today to begin your software evaluation with our team. We are ready to help you start your business transformation.

Laguna Hills, CA | Atlanta, GA | Denver, CO | Minneapolis, MN