

AMERICA BUILDING PRODUCTS



Based in Jefferson City, Missouri, America Building Products (ABP) was established in 1991 as an employee-owned millwork distributor specializing in value-added services such as pre-finishing doors. One of the fastest growing mid-market providers of building products to home builders and large clients, ABP has streamlined business operations with the industry-specific functionality of DMSi's Agility software.

The Challenge

In 2001, ABP built a new distribution facility with a five year growth plan. Two years later, they hit their growth goal and realized their outdated ERP system would not be flexible enough to grow with them. In turn, ABP business manager Jen Brooks began looking for a new software system in 2003. ABP needed the capability to not only run reports, but to apply the data to make better business decisions and manage the company's growth. Without an IT staff, ABP searched for a software system that was tailored to the millwork industry and easy for employees to learn. "We needed software that really understood the millwork market with a self-service option to handle more business by tracking everything: inventory, customer information, purchase orders, and financials," Brooks explains. "We didn't have the time or patience to try and customize some of the other systems we looked at and we needed our employees to quickly learn it."

The Solution

Agility is specifically designed to help building material distributors, from two-step wholesalers to one-step pro dealers, manage business processes to stay ahead of the competition. "We heard a lot of promises, but Agility was the first fully-integrated, intuitive millwork application we had seen and it just blew us away," explains Brooks. Deployed in just four months, Agility significantly reduces ABP's business process time. With its ability to handle complicated special orders, invoicing, and accounting; ABP now has a clear, real-time picture of their operation.

To help manage their inventory and increase efficiency, ABP utilizes Agility's Suggested Purchase Order (SPO) feature for instantaneous access to order status. Agility's SPOs provides information on inventory availability, suggests a purchase order based on that item's sales, and costs it out. "Instead of having to go into the warehouse and deal with bins of products and over 3,000 SKUs and vendor part numbers, Agility has it all there in front of you and explains how it arrived at the decision," explains Dave Johnson, ABP purchasing manager.

With the help of Agility, ABP's business operations are handled much more effectively. "By letting Agility do the math we have been able to reduce our inventory by 20 percent and have higher volume product on hand, increasing our sales by twelve percent," adds Johnson. "As a multi-million dollar company, if you can reduce your inventory by twenty percent, you are doing wonders for the bottom line."

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