

NEW MEXICO PLASTER & SUPPLY



When New Mexico Plaster & Supply, a stucco and coating supplier out of Albuquerque, chose to upgrade their business and accounting software, they looked no further than DMSi. Having used DMSi's D+ Software since 1993, the two companies had built a longstanding relationship. "We really didn't look that hard at others," Barbara Gentry, New Mexico Plaster & Supply's inventory control and purchasing manager said. "As a D+ user, we had been keeping up with the progression of Agility and paying attention to the things that we liked about it. It was a no brainer to switch over to Agility."

The Challenge

In 2008, it became obvious to New Mexico Plaster & Supply that it was time to make an upgrade to their business and accounting system, D+. Their server was 10 years old and no longer supported and they were very interested in using a hosted software solution. They needed a system that would modernize their technology and help them build on the efficiencies they had already found with DMS+. "D+ is a really good system and we were really happy with it, but DMSi is constantly working to improve things," Gentry explained. "There were some things in Agility that were really attractive, such as the ease of order entry and the ability to keep track of multiple item suppliers and costs. It is really important to us now."

In May of 2008, New Mexico Plaster & Supply made the switch to Agility, and they haven't looked back.

The Solution

It has been two years since their conversion, and New Mexico Plaster & Supply continues to be happy with their choice. "One thing about DMSi is that they do listen to what customers want," Gentry added. "It is pretty obvious because of the changes and little tweaks they constantly do to the program and they did that on D+ also. That is one of the main reasons we stayed."

Being a small company with 12 employees and five software users, implementing Agility in the hosted format, or Software as a Service (SaaS) was a big draw for New Mexico Plaster & Supply. Gentry and the other users access Agility's functionality just by having an Internet connection, and DMSi takes care of the security of their data. "I don't have to know anything because it is all in DMSi's hands," Gentry said. "I don't have to worry about backups or crashes. There is no way we could have someone here with the technical knowledge to maintain such a complex system."

A functionality of Agility that has been particularly helpful is the pricing feature. "It is relatively easy to keep pricing updated," Gentry explained. "It doesn't take hours and hours to do anything. You can do a Cyberquery report to pull the information and then export it to Excel and then import it back in. There are just so many options for it and that is one thing that I really like about it."

Changing to a new system can be daunting to some companies, but New Mexico Plaster & Supply didn't have an issue with it. "The conversion was really easy. The people who convert the data at DMSi did a really fine job," Gentry said. "It just wasn't a big deal. The most important thing is to do the up-front work to figure out what you want from the system, then clean up and organize your data files as much as possible before the conversion."

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