

PYRAMID INTERIOR DISTRIBUTORS



In summer of 2008, Pyramid Interior Distributors began looking for software that would allow them to provide outstanding customer service through inventory management and product distribution. They found that and more with DMSi's Agility Software. Now, a year after implementation, the full-service commercial and residential building materials distributor is still enjoying their successes with the software, and discovering new and useful tools to help them increase efficiencies.

The Challenge

With four locations throughout the mid-south, Pyramid Interior Distributors distributes a full line of interior finishing products for ceilings, walls and floors. They are committed to providing their customers with cost-efficient products and using technology as a means to achieve this. In 2008, Pyramid Interior Distributors went to the Drake Group to help find a replacement system for their accounting system, Munix, and DMSi was suggested as a great fit to meet their needs. "Munix was very antiquated," Garry Condrey, Pyramid Interior Distributor's corporate controller said. "It was unix based and not point and click. It was character driven and you had to know the code to get anything done."

The Solution

In August of 2009, Pyramid Interior Distributors paved the path for their company's success by implementing Agility. "There are just a lot of things that the software allows us to do to get more efficiency," Condrey explained. "It seems like we are busier now than we used to be because we can now attack things we couldn't before. Things are moving faster now."

Pyramid Interior Distributors runs Agility in the hosted format, or Software as a Service (SaaS). This allows the company to utilize all of the functionalities of the software, but over the Internet, therefore eliminating the need for on-site servers and hardware. "I used to have nightmares that our old server was going to crash and we didn't have a good back up," Condrey said. "Now, I don't worry. I have the faith and confidence that DMSi is taking care of the server and backups." The SaaS option, allows Pyramid Interior Distributors to focus on their business and know that their information is stored at secure Tier I data centers. "Our guys really like that they can log on to the system to check an order or inventory from wherever they are at in the world. The fact they can be anywhere and get to Agility helps us feel really connected."

Agility's flexibility has been key for Pyramid Interior Distributors. "The flexibility of sales and purchase order viewers, and just being able to access data is something we weren't able to do before," Condrey said. "Now, I can play around with the viewers and export it to Excel. I also like that I can drill down on a report in Agility and click on something to get the details. We didn't have that in Munix."

Throughout the past year, Pyramid Interior Distributors has also been able to increase productivity and do more with less. "Because of the flexibility of the software and our ability to do more with it, we have actually reduced our accounting staff by two people," Condrey explained.

In a year's time, Pyramid Interior Distributors has been able to make a great impact in regards to the way their company operates. "There is no comparison between Agility and Munix," Condrey said. "This is so much better. It is the difference between a brand-new Mercedes and a 1972 Pinto."

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