



***Founded in 1986, Rose & Walker Supply is a building materials distributor with a concentration on interior finish products. With five locations and over 100 employees, Rose & Walker Supply has the ability to service the entire state of Indiana. In 2007, the Columbus, IN based company went live on DMSi's Agility software, a smart business move that gave them inventory accuracy and control across their branches.***

## **The Challenge**

Information consistency is very important to Rose & Walker Supply. As the company has grown to include multiple branches, it became essential to have synchronization of information and visibility between them. Inventory control became a very important need as was a system that was designed for the drywall industry.

## **The Conclusion:**

In 2007, Rose and Walker Supply made the leap to change their business with Agility, and since then they have improved inventory accuracy, operational efficiency, visibility and productivity. "Agility has allowed us to control our inventory better by helping us identify and reduce slower moving items to free up warehouse space to stock faster moving items." Brad Rose, Rose & Walker Supply's vice president said. "It has also enabled all of our branches to be better at sharing different inventory items." The synchronization and accuracy between all Rose & Walker Supply's branches through Agility is helping streamline business processes and increase overall operational efficiency.

In addition to inventory accuracy, Rose & Walker Supply has seen an impact in productivity. "Being able to copy a sales order and purchase order has really helped us be more productive," he added. Agility is chock-full of tools enable for more automated processes, and Rose & Walker Supply's customers have noticed. "Being able to e-mail and fax invoices and statements is great for improving customer service," Rose described. "In addition, the job tracking of materials feature allows us to communicate more clearly with customers what products shipped and where."

"We like the purchasing and billing features," Rose added. "The hosted environment is another feature that gives us flexibility to access Agility from anywhere." Agility's hosted format, known as Software as a Service (SaaS), simplifies technology, fixes IT costs, and free resources to allow Rose & Walker Supply and the majority of our customers to focus on core business initiatives. Rose & Walker has also seen a big impact in cost savings from SaaS. "It has saved us money by allowing our linked branches to share inventory as we do centralized billing," Rose added.

Agility is designed for the building materials industry, and some of the features come to realization because of input from customers. This was the case with the sheet good tracking functionality in Agility, which came about from Rose & Walker Supply's suggestion. "We wanted to be able to input non-stock sizes on both metal and drywall items in order to be able to track these items," Rose explained. "We gave DMSi the information we needed and they came up with a system of putting in non-stock sizes for both items. First we put them in as inches and DMSi has since updated the software to use fractions which has made for a much better system."

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