

SRS ACQUISITION CORPORATION



SRS Acquisition Corporation has established itself as one of the fastest growing building products distribution companies in the U.S. Using DMSi's cloud-based Agility SaaS platform, they can rapidly set up new acquisitions, access to Agility software from anywhere with an Internet connection, and they never have to worry about upgrades, maintenance or hardware. "The most compelling reasons we chose Agility SaaS were the seamless software upgrades, the ability to incorporate software releases as they come in, that we can access Agility from anywhere and how easy it is to set up a new branch," SRS's VP - Director of Information Services, Sonya Wells said.

The Challenge

Based in McKinney, Texas, SRS has a strong national network of industry-leading independent roofing distributors serving professional roofing contractors. Their first acquisition was Suncoast Roofers Supply. Suncoast Roofers Supply is based in Florida and at the time of their acquisition in 2008, they had 10 locations using DMSi's legacy software, DMS+. SRS's second acquisition was a company running Agility. Knowing they were at the beginning of an aggressive growth period, SRS was faced with choosing software that would eliminate maintenance hassles and make acquisitions and upgrades easier.

The Solution

"It made sense to move to Agility because we already had experience with it as our platform developed," Wells described.

While a software decision for most companies can take anywhere from six months to years, SRS Acquisition Corporation made the decision to implement Agility SaaS in just two months. "When you are normally looking for software, it is generally a longer process. But, we needed to get a platform in place quickly. We already had a great relationship established with DMSi, which made the decision much easier."

Using Agility SaaS, SRS Acquisition Corporation has an ERP system that supports their business model for expansion. They operate leaner and more efficiently because of Agility's inherent benefits of inventory accuracy and operational efficiency. Additionally, with SaaS, they never have to worry about server maintenance and backups. "Really, all we need is a good Internet connection, a PC and a print server. I have set up new locations in a locally hosted environment in the past, and there is no doubt about it, SaaS makes the process much more seamless," Wells explained.

Acquisitions are at the core of SRS's business model and Agility SaaS has streamlined this intricate process. By utilizing Agility SaaS, they can establish a new location in a matter of days. "When we open a new branch on a Monday, our team will have been in there the week before training them, will perform a physical inventory, convert their data into Agility on the prior Thursday, perform a physical inventory in Agility on the prior Friday, reconcile that and get open orders entered on Saturday, and on Monday morning they open up as an SRS location. It would be much more difficult to do that so quickly and accurately if we were not using Agility SaaS," she added.

Overall, Agility helps make SRS's acquisitions easier. "It is a big advantage making the company we acquire feel like a part of SRS, and from our side of things the accounting and reporting is much simpler because we are taking data from one system—Agility. We spend a lot of time up front getting ready for an acquisition and we can do that because we are hosted. We can get them started with training ahead of time. There employees can get into the system and start navigating it and familiarize themselves with the software," Wells concluded.

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