

# TETRUS BUILDING MATERIALS



***Over the past few years, masonry supplier Tetrus Building Materials has experienced the effects of the economy and altered its business processes to stay successful. When Tetrus added another branch and then reduced its employees in half, DMSi's Agility software played an integral role in managing their business needs. "Agility's multiple capabilities have helped us adapt with changes," says Eileen Freeman, Tetrus controller. "It makes our business transitions hassle-free."***

## **The Challenge**

Tetrus Building Materials started in 2001 as a sister company to Tahoe Lighting in Reno, Nevada. A provider of landscape lighting, Tahoe Lighting's leaders saw the need for a wholesale distributor of masonry products in the area and created Tetrus Building Materials. With locations in Reno and Carson City, Nevada; Tetrus distributes pavers, veneer stone, structural block, clay brick, sack goods, and other outdoor products. For five years, Tetrus used unreliable, generic software which slowed down when the number of system users increased that resulted in frequent downtime. "At the time, we were growing fast and our generic software couldn't keep up," explains Freeman. Additionally, Tetrus Building Materials found inventory control challenging. When product was committed in sales orders on their previous software, there was no guarantee that it would be in-stock to fill the order. "Our inventory counts were never right," adds Freeman. "It was frustrating to explain to customers why we didn't have a particular product."

## **The Solution**

In 2006, Tetrus Building Materials replaced its generic accounting system with Agility for its SaaS (Software as a Service) server reliability and better inventory control. Now, they are able to more effectively manage their masonry products in a customized industry specific system. "We researched several software programs and were impressed with Agility's ability to manage materials," says Freeman. "It is a people-friendly system that our long standing employees easily adjusted to."

By running on the Agility SaaS model, Tetrus Building Materials outsources the complexity of managing server and communication hardware, software, updates, and backups. Transferring IT infrastructure to a SaaS facility literally removes hardware and software from their business, running Agility with a PC and trustworthy Internet connection. "We no longer have to worry about the server slowing down or crashing as more people use the system," explains Freeman. "We can get into Agility anywhere, don't have to pay for server maintenance, and leave the responsibility of backups to DMSi."

A year after implementing Agility, Tetrus Building Materials added another branch in Carson City, Nevada. Due to Agility's ease of use and streamlined functionality, employees quickly adapted and required minimal training. The efficiencies of Agility coupled with changing market conditions, allowed Tetrus Building Materials to serve the same volume of customers with half the employees. "Agility's processes helped us manage the addition of our new location, resulting in a smooth transition," says Freeman. "We can easily produce purchase and sales orders, verify inventory, and transfer materials using our current staff without falling behind."

Inventory management in Agility helps Tetrus Building Materials control the commitment and allocation of materials to achieve greater efficiency and customer service. Eliminating negative and over-committed inventory ensures error-free order fulfillment and accurate product information without performing manual checks in the yard. When there is a backorder, Tetrus Building Materials can confidently tell their customers when the expected material will be in. "The inventory count at the end of the year is more accurate than ever," adds Freeman. "Since switching to Agility, our customer service has improved 100 percent."

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