

# SBT Update

## **SBT Pro Series Receives Certification from The Accounting Library**

The Accounting Library occupies a crucial place in the accounting software industry. For anyone who has ever considered the possibility of choosing new accounting software, The Accounting Library is a valuable resource.

### **What The Accounting Library can do**

The Accounting Library is a computer-based needs analysis program that helps companies navigate the crowded, turbulent accounting software waters. Think of The Accounting Library as a life preserver that will keep you afloat while you narrow down your company's criteria for new accounting software, submit only those features that you're looking for, and evaluate the matches that The Accounting Library produces. Gone are the days of swimming through a sea of useless features and a flood of information you don't need.

### **How it works**

The Accounting Library goes directly to the source. Software manufacturers fill out detailed questionnaires covering their products module-by-module, feature-by-feature, and report-by-report. All of these answers are entered into a sortable database. You can fill out a similar questionnaire and then have The Accounting Library sort the products by your own needs – including which features you need and in what order. You'll end up with a recommended list that matches your "must have" features with products that may work for you, including info on strengths, weaknesses and more. The Accounting Library comes in different versions – including client/server, small-to mid-market and modifiable versions – making it possible for you target your efforts even further.

### **What's so special about Certification?**

All of the companies whose products are listed in The Accounting Library answered the questionnaires on their own. With the latest release of The Accounting Library, version 6.0, The Accounting Library has included a new feature called Product Certification. To be certified by The Accounting Library, the company in question must meet with Charles Chewning (the author of The Accounting Library) to go through the questionnaire answer by answer, providing verification for the answers given. In other

words, the company has to prove that the product can indeed meet the criteria. SBT is one of 11 vendors willing to put themselves to the test, and SBT Pro Series 6.0 passed with flying colors.

### **To learn more**

Visit the Accounting Library online at [www.accountinglibrary.com](http://www.accountinglibrary.com).

## **Rack Jobber Achieves High Pick Rates and Near Perfect Accuracy with RADIO BEACON** **RADIO BEACON racks 'em up at Theis**

Here's how Theis Distributing Company, Inc (TDC) installed a fully integrated enterprise management solution in less than four months.

### **From soup to nuts**

Theis specializes in rack jobbing – servicing large drugstore and grocery accounts with health, beauty and pharmaceutical products, pet supplies, and dry goods. They operate their own fleet of 45 trucks that delivers the goods to 15 mini distribution centers throughout Texas.

To effectively serve their clients, a sales force of 40 calls on the grocery stores to determine requirements and replenish the racks. The sales reps use remote handheld barcode scanners in the stores and electronically transmit requirements to Theis's corporate office, making it possible for them to take orders on the fly, reducing data entry and delays.

The distribution center typically cycles 100 to 200 orders with up to 500 lines each for a total of 40,000 to 45,000 different items picked and shipped daily.

The company operates a 40,000 square foot distribution center in San Antonio, Texas. Stacked with 4,500 SKUs ranging from vitamins to pet supplies, the materials handling needs are very different by each product category. The warehouse is divided into four pick lines covering eight zones, a bulk picking zone for oversized products, a large overstock area with racking, and a pallet overstock area. A warehouse staff of 24 picks the products into totes, which are transferred from zone to zone using a gravity conveyor.

From the warehouse, the totes are loaded onto trucks and delivered to the mini distribution centers. Here the sales reps pick up and deliver the goods to the grocery stores, where they replenish the racks with product.

### Time to change

TDI managed their operations with a series of custom-built systems. "A desire to bring TDC up to industry and business standards drove the decision to upgrade to an automated Warehouse Management System utilizing RADIO BEACON 3.1 and SBT Pro Series," said Wayne Wendell, COO for Theis. For their front-end operations, TDC looked for an off-the-shelf financial management application, which brought them to SBT Pro Series – a mid-range, customizable and scaleable system.



Although the manual paper system used to run the distribution center was working reasonably well, picking accuracy was a big headache. Lack of routine accuracy meant extra work for the sales force to verify every store delivery with the client. It also meant penalties for inaccuracies transmitted through Electronic Data Interchange (EDI). With the high volume of transactions, it was time to look for a real-time Warehouse Management System. RADIO BEACON met the functional requirements, as it was radio frequency based, capable of handling FIFO rotation and Lot and expiry date control – at a fraction of the cost of other "big" systems.

### Orders flow accurately

Working in tandem with a national systems integrator and an SBT reseller, RADIO BEACON provided Theis with a complete transaction process from order entry to order invoice. Here's how it works:

Account representatives initialize the sales order process at each grocery store by loading information through barcode batch terminals and transferring it back to TDC electronically. SBT Pro Series generates a sales order for RADIO BEACON, which then gathers information from the warehouse, determining availability and stock of the ordered items.

The dispatcher views the sales orders in RADIO BEACON before allocating them according to Truck Route. After the orders have been released to the warehouse floor, RADIO BEACON issues a shipping label for each tote. The pickers then scan the label to ensure that they have placed the product into the correct tote. Orders are picked simultaneously in different zones into the totes using radio frequency handheld scanners. At the end of the process a carton content label is sequentially printed. These "N of M" labels reflect the content of each tote and replace the TDC packing slip that indicated the total order but not the exact content of the tote.

The sales order information generated through RADIO BEACON transmits back to SBT, which creates an invoice that transmits to the customer through EDI.

Once orders are allocated, RADIO BEACON performs a replenishment process that automatically notifies warehouse employees of all items and quantities that are required to be let down from overstock and replenished into the pick bins.

For inventory control, RADIO BEACON supports regular cycle counting, by product, by bin and by date. As inventory accuracy continues to increase, TDC looks forward to eliminating routine full physical stock counts. In the meantime, they can use the RADIO BEACON Stock Count Control Wizard to manage a full inventory count of the warehouse, complete with discrepancy reports, which automatically integrates with the SBT inventory.

RADIO BEACON seamlessly handles FIFO (First-In-First-Out), allowing the distribution center to rotate their stock. With pharmaceutical products, TDC can also use RADIO BEACON's Lot Control to manage recalls and keep track of expiry dates.

### Going full speed... everyday.

In spite of the impressive amount of activity generated by 40,000 to 45,000 daily picks, TDC manages to ship orders sent by midnight the next day. With RADIO BEACON, TDC has real-time visibility into the warehouse and continuously updated inventory.

Now that RADIO BEACON verifies each step of the picking process interactively using RF barcode scanners, picking accuracy has reached 99 percent. The scanners also reduce the training required for new staff by directing them step by step through their daily processes.

For the sales reps, the "N of M" labels on the totes have resulted in a more efficient process for filling the store racks. Accurate content labels for the totes mean that the totes can be brought to the correct area in the stores instantly, saving valuable time.

### How to find out more

We are **Dominance Software Development**, and we have offered SBT solutions to satisfied customers for over 10 years. Contact us at 937/254-7638 for more information on SBT and RADIO BEACON solutions.

### SBT Update Tech Tip

When you're troubleshooting or training with SBT Pro Series, many of the questions that come up can be answered quickly with dedicated pop-up screens. Here are a few examples:

#### Instant access to record information

If you need to know the source of a record's information, hit the F4 key while on the record, and you'll see a display similar to the following screen describing the Alias, the Index Tag and the Tag's expression. This shortcut is more convenient than breaking out to a command window just to see which table and record are in place.



### Another function key shortcut



You may know that clicking on the button lets you view detailed information concerning an Inventory Item, Customer or Vendor. What you may not know is that no mouse is required. Just hit F7 and you'll get the same screen!

### Vital sales info at your fingertips

Here's a tip for your sales staff. Let's say that your boss has given you a lot of leeway on discounts, but has asked you not to dip below 44% margin on the whole order. You can keep a running check on the order just by keying in <Shift>-F7.

	Line item	Total
Cost	0.0	518.69000
Price	0.0	938.83000
Margin \$	0.0	420.14000
Margin %	0.0	0.44

To learn more about keyboard shortcuts, refer to your SBT documentation or watch this space in upcoming issues.

## SBT Delivers Seamless Manufacturing Solution

Have you been looking for a powerful manufacturing and distribution solution that will integrate with SBT Pro Series software? Your search is over.

### Lahey Software's manufacturing solution

As SBT's premier manufacturing partner, Lahey Software is a logical choice for companies looking to link their manufacturing and accounting systems. If you've already automated your accounting but haven't yet brought your manufacturing online, Lahey provides an easy, effective way to bring your company into the twenty-first century.

Lahey's manufacturing solution consists of Production Entry, Shop Control and Work Orders. The SBT Lahey solution is perfect for manufacturers interested in seeing greater efficiency and higher sales. Together, SBT and Lahey provide a turnkey solution for small to medium sized

assembly, discrete and job shop manufacturers. Lahey also offers Project Accounting and Customer Service modules.

### As a long-standing SBT Integration Partner, Lahey adheres to SBT's strict standards

All of Lahey's modules conform precisely to SBT's programming standards and interface conventions. This means that you see a fully integrated suite of manufacturing and distribution modules from within Pro Series.

### To learn more

Please call us at 937/254-7638 to learn more about SBT and Lahey solutions.

### Not Sure If It's the Right Time to Update Your Manufacturing System? We Can Help!

While some companies know exactly when they need to update their existing accounting and manufacturing systems, sometimes it's not always clear.

Before making a costly mistake by updating at an inopportune time or – worse yet – by failing to evaluate your needs carefully enough to prevent choosing a package that doesn't fit your business, take the time to do your research.

If you're considering a software upgrade, you cannot afford to pass up the opportunity to order our FREE booklet, "How to Choose an Accounting System for Manufacturing." This 14-page booklet includes valuable tips including:

- An eight-step test to determine whether the time is right for you to upgrade
- The top six reasons why manufacturing systems fail
- Detailed lists of questions to ask your software supplier, your consultant and your company
- Guidelines for estimating the cost of consulting
- A flowchart to help you manage the decision to – and process of – upgrading your system
- And much more

To order your free "How to Choose an Accounting System for Manufacturing" at no obligation to you, just fax this form to us at 937/254-6610.

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