



Quality IT Keeps ZVL-ZKL Bearings Rolling

SUCCESS STORY

The Challenge ...

ZVL-ZKL had a wide spread operation and knew they needed a integrated system to control and streamline their processes in an effective manner.

The Solution ...

Quality IT installed Sage Max 200 which enabled ZVL-ZKL to seamlessly operate and reduce costs through streamlining their processes.

The Results ...

ZVL-ZKL Bearings has dramatically simplified their online ordering process, reduced collections with the new eBusiness module and automated their customs process saving them time & money.

Since April of 1991, ZVL-ZKL Bearings has plied its wares in the United States and Canada from its headquarters in Indianapolis, supplying to such big manufacturers as John Deere and Allison Transition among others. In April 1991 ZVL opened their sole US distribution warehouse in Indianapolis (ZVL-ZKL Bearings operates their manufacturing in 7 different facilities throughout the Czech Republic and Slovakia as well as a West-Coast warehouse in Chino, California, and 4 more smaller warehouses across the country.

ZVL-ZKL Needs to Gather its Bearings

With such a widely spread operation, it is easy to see the need for computer software to keep track of everything. The company had not installed any software system and knew they needed a robust program to handle their many unique needs. "We wanted to be able to handle all of our processes in-house. Everything from Payroll to our intensive inventory control requirements." stated Brad Bruning, President of ZVL-ZKL. "We needed to track inventory items as they made their way from Europe to the warehouses in the US, and then on to distribution. We also needed to be able to handle all the financial information as well—which was made all the more difficult by the foreign importing and exporting that was happening on a very regular basis."

Dan Falls and Quality IT Gets the Ball Rolling

ZVL-ZKL Bearings recognized that fact from the very beginning—they could not settle for any program that did not measure up to their criteria. So, with a little shopping, they came to see that Sage MAS 200 would be the ideal fit for their business. A bit more shopping and they were partnered with Dan Falls. He gave the initial presentation to ZVL-ZKL Bearings who immediately recognized his expertise and professionalism as something they wanted on their side.

With Dan, implementation of new software was a breeze. Sage MAS 200 was a good user friendly system and very easy to learn. Also, as Dan says, "[ZVL-ZKL Bearings] is a classic wholesale distributor, so Sage MAS 200 fit them like a glove—it was a perfect match." But that is not to say that he was not crucial to the process. As Brad puts it, "Dan showed everybody how to use the software, each in their particular area." Even in less-than-ideal circumstances Dan has proven his worth again and again. Says Brad, "I can be closing the system after hours or on a weekend and some bug will come up or it won't do something properly, so I'll call Dan. He's always ready with a solution."

“Quality IT was able to customize and build in forms that automate and simplify our entire customs process so it all gets completed in-house. Sage Mas 200 and Quality IT has saved us a huge amount of money and allowed us to grow our business in an efficient manner.”



Company Profile

Type of Business:
Bearing Wholesaler

Headquarters:
Indianapolis, IN

Other Information:
14 employees
6 Warehouses

System Profile

Sage MAS 200
Genera Ledger
Accounts Receivable
Accounts Payable
Payroll
Inventory
Sales Order
Purchase Order
eBusiness
Credit Card Processing



ZVL-ZKL Bearings is On the Ball with MAS 200

With such a healthy start and excellent support, ZVL-ZKL Bearings has been thriving. “In the beginning, we were looking for the software to do general things,” says Brad, “but we keep finding new benefits from the system like the custom reporting that make our processes so much easier.” They needed a system to control and keep track of their wide-spread operations, and that is exactly what they got.

Dan has also implemented a few additional modules that integrate with the original program to get things going even more smoothly. First of all, the eBusiness Solution module has made it dramatically simpler for customers to place their orders online and keep the process moving. Also, a particular bonus has been the Credit Card Processing module. Brad used to spend a lot of time calling clients to collect on bills that remained unpaid—now Sage MAS 200 checks out a client and deals with payment before the product ever leaves the warehouse.

Probably the most useful part of what Dan and Quality IT has done for ZVL-ZKL Bearings is the method of managing all the issues that arise from importing and exporting products. “We used to hire a company to complete our customs paperwork—at a hard-hitting \$80 per hour,” recalls Brad. “Quality IT was able to customize and build in forms that automate and simplify our entire customs process so it all gets completed in-house. Sage Mas 200 and Quality IT has saved us a huge amount of money and allowed us to grow our business in an efficient manner.”



Quality Data provides customized business software for the manufacturing, distribution and professional service industries in the greater Indiana area. Our expertise lies in transforming affordable software into solutions that work as if they were custom built for each company we work with. We understand that every business is unique and has different needs. Our success is a reflection of our ability to learn your business and transform an out of the box solution to meet your needs. We work closely with you in order to reduce costs, streamline processes and maximize your business technology.