



Distribution One & Microsoft Windows

next. What's Next for ISVs?



Fastener Wholesaler/Distributor Turns to Windows to Boost Productivity in Daily Tasks

Fast Facts

ISV: Southern Fasteners

Web Site:

www.southernfasteners.com

Country or Region: United States

Industry: Durable goods wholesaling

Customer Profile

Southern Fasteners, based in Winston-Salem, North Carolina, distributes hardware parts in seven states. The company has 200 employees.

ISV Profile

Distribution One is a Burlington, New Jersey-based software company that provides software solutions for wholesale distribution companies. www.distone.com

Previous Solution

Proprietary, UNIX-based application for distribution business

Solution Profile

Southern Fasteners moved from UNIX-based software to a Windows Server®-based application from Distribution One.

New Microsoft Solution

Distribution One V2 software built with Microsoft® Visual Studio® 2005, Microsoft ActiveX®, and the Microsoft

“The Windows software is absolutely easier for our employees to use and helps us do our daily work in a faster, more streamlined fashion.”

Gene Yates, Vice President, Southern Fasteners

Previous Solution

Southern Fasteners is a large regional wholesaler and distributor of parts such as screws and nuts, bolts, drill bits, electrical panels, and other kinds of hardware. The company used a proprietary, UNIX-based application for tasks such as tracking inventory, entering orders, and managing customer information.

Business Challenge

The application was difficult for employees to learn, and was cumbersome and time-consuming to use.

“For example, whenever you wanted to switch from one task to another—say, looking up a purchase order and then checking inventory—you would have to close out of one screen before opening another one,” says Gene Yates, Vice President of Southern Fasteners.

He adds that the UNIX-based software was not very flexible. “Basically, you had to take what they built into the application. You adjusted your business to the software.”

Microsoft Solution

Southern Fasteners evaluated alternatives and chose V2, a modular application from Distribution One that manages an array of tasks. Distribution One had migrated its application from UNIX to the Windows Server® operating system to make daily tasks easier for customers. Southern Fasteners started using Distribution One V2 in January 2007, replacing its UNIX-based business operations software with the new Windows®-based solution.

Benefits

“The Windows software is absolutely easier for our employees to use and helps us do our daily work in a faster, more streamlined fashion,” says Yates. Benefits include:

- An interface that is easier and faster for new users to learn.
- Navigating between tasks is about 75 percent faster than before.
- With easier-to-customize software, Distribution One can customize software to Southern Fastener’s business processes.
- The software integrates easily with other business applications, including the 2007 Microsoft® Office system.

