

Able Sales Company, Inc.

Able Sales Company, Inc. Sweetens its Bottom Line with Create!form®

Able Sales Company, Inc. & Affiliates is engaged in the distribution of raw materials, finished goods, and other products related to the food industry in Puerto Rico and the Caribbean. The company's annual sales volume is approximately \$100 million making it one of the food distribution leaders in Puerto Rico. Their work force is approximately 150 associates including a sales force of 40. Currently and during the last 30 years, Able Sales has distinguished itself as the main sugar distributor in Puerto Rico.

Due to their expansion, the company had implemented an ERP running on an AS/400. They had 14 dot matrix printers to handle their Accounts Payable, Payroll, Sales Order, Invoice and Inventory processes. The use of pre-printed forms worked contrary to the goals of the ERP effort.

The Challenge

Able Sales Company, Inc. was looking for an e-forms solution that would address the problems of their expanding enterprise including:

- Escalating costs for pre-printed forms and printer maintenance fees.
- Vast storage needs for pre-printed forms.

- Confidentiality issues in check printing and sorting.
- Rising costs of increased paper use.
- Increased labor costs due to the sorting, filing and distribution of multiple hard copy reports.



“With Create!form, our forms reflect our upscale, market-leading position to our customers. From purchase orders and accounts receivable statements to checks and invoices, Create!form has improved our efficiency, eliminated our pre-printed forms and reduced our overall labor costs. It was one of the best decisions that I have made for Able Sales.”

- Oscar Nieves

MIS Manager, Able Sales Company, Inc.

The Solution

According to Oscar Nieves, MIS Manager for Able Sales Company, Inc., Create!form from Create!form, Inc. has enabled the company to output their accounts payable, payroll, sales order, invoices and inventory forms and checks via six laser printers, eliminating the use and storage of pre-printed forms as well as discarding ten printers.

“Printer maintenance fees were reduced by 75%. Payroll checks are now generated, printed, folded and sealed automatically, virtually eliminating all of our confidentiality issues.” Nieves continued, “Create!form also helped us solve a unique challenge. We printed many internal inventory logistics reports and distribute them manually. Create!form was able to convert these reports to an electronic format and automate their distribution, saving us time and money. Since many of the manual tasks related to sorting, filing and archiving have been eliminated, our overall paper and labor costs have gone down.”

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Implementation

Able Sales Company, Inc. was able to move rapidly throughout the implementation process. "We were designing and printing our new forms in two days," said Nieves. "Implementation, training and support from The Premier Group, a Create!form Gold Partner, were excellent. We had a ROI projection of six months that was achieved in three. In one year we will have saved over \$30,000 in paper costs alone. Create!form practically paid for itself immediately," added Nieves.

About Create!form, Inc.

Founded in 1987, Create!form Inc. – A Bottomline Technologies Company develops and markets a full suite of electronic form and output management systems that provide powerful output, formatting, delivery and archiving capabilities for businesses ranging from small desktop accounting packages to large scale ERP applications. Create!form's corporate offices in the United States, Europe and Asia Pacific and an extensive partner network support customers in a variety of markets including manufacturing, distribution, health, government, finance, insurance, and education. Create!form has more than 4,000 customers in over 50 countries. For more information, visit www.createform.com.

About Premier Group

Founded in 1993, Premier Group (Premier) is a leading international provider of enterprise e-commerce solutions comprised of enterprise software, enabling technology solutions, and management consulting services. In partnership with J.D.

Edwards since 1994, Premier has been one of the fastest-growing J.D. Edwards business partners worldwide. They currently serve their customers through offices in Coral Gables, Florida; San Juan, Puerto Rico; and San Jose, Costa Rica. For more information, visit www.premierway.com.



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- Oscar Nieves

MIS Manager, Able Sales Company Inc.

DISTRIBUTION

Create!form

A Bottomline Technologies Company

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