



THE CUSTOMER

Kost Fire-Safety provides safety product sales and technical service both offsite and onsite for oilfield, industrial, and agricultural clients.

Founded in 1956 by Bob Kost in Medicine Hat, Alberta, the company started out as a single man operation selling fire extinguishers door to door.

After years of dedication to customer service, the business expanded to other southern Alberta locations.

Kost also expanded into new fields, including safety wear and supplies, portable gas detection, breathing apparatus equipment, and equipment calibration service and repair.

The company is still owned and operated by the Kost Family and now boasts 40 employees, six locations and is continuing to expand into new products and fields.

Website:
www.kostfiresafety.com

Systems Profile:
Sage 300
Microsoft's Retail Management System (RMS)

Here at ASYMA, we are in it for the long term and will be there whenever our customers need us.

CHALLENGE

Their QuickBooks accounting system and MicroBiz point-of-sale system fell behind, as they could not accommodate managing inventory in multiple locations.

WHERE THERE'S SMOKE, THERE'S FIRE

While Kost was expanding, neither their QuickBooks accounting nor their MicroBiz point-of-sale systems were able to keep up. The system could not accommodate managing inventory in multiple locations; as a result, Kost had no easy way to know what they had on hand and often ended up with either not enough or too much inventory. The company began the search for a better solution and a partner to help them make the transition. After a presentation by Asyma Solutions, Kost felt they had found the right match in an and POS system and the right company to get them through the transition and beyond. Shortly after, Kost also brought on a new Controller, one who had previous experience with Sage 300. With everyone in place, a phased implementation of Sage 300 was started. As part of the total solution, Asyma also provided Kost with Microsoft's Retail Management System (RMS) for the point-of-sale side of the business.

SOLUTION

Asyma Solutions was brought on to implement Sage 300 along with Microsoft's Retail Management System (RMS) for the point-of-sale side of the business.

ASYMA & SAGE 300 EXTINGUISH THE PROBLEM

A big part of the success was that the whole Kost team was involved and they treated Asyma as part of that team. It was the dedication from both parties throughout the entire process that made this difficult transition a success. Marilyn Elias, Controller for Kost, stated: "The new system is doing exactly what we needed. All thirty users can now easily see how much inventory we have at each location.

This has given us the ability to centralize purchasing, transfer stock from store to store, and has even enhanced our sales tracking.



ABOUT ASYMA

GUIDING GREAT BUSINESSES

Asyma Solutions LTD believes customers deserve systems that work.

We believe in using technology and management best practices as effectively as possible to help your organization succeed.

This is done by providing innovative and sound proactive professional advice, products and services to enhance the financial well-being of your organization.

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SOLUTION (CONT.)

All customer information is available to anyone on the system at any store. The benefit to customer service is immeasurable and has simplified processes for the Kost store teams. As a controller, I'm very happy with the system and everything Asyma did to make it work for us. With new centralized data, training, and our profit centers all under the corporate umbrella, we can now collect all the information we need to manage our business better."

According to the Kost sales and purchasing departments, the system exceeds their expectations and the Kost warehouse looks forward to implementing a bar-coding system with Asyma's help in the near future.

RESULT

The new system allows users to see what inventory is on hand at each location, providing Kost the ability to centralize purchasing and to transfer stock from store to store. As they grow, they can easily add new stores.

STRICT ADHERENCE TO QUALITY: ASYMA

Strict adherence to quality solutions and using system and procedures design skills to enable Kost to streamline their processes is what drives Asyma. Software is only 50% of the solution – the remaining 50% is designing processes in conjunction with Kost to ensure project success.

Long-term support is critical to the success of any software implementation. Asyma is in business for the long haul and we base our business on building long-term relationships with our clients. Our support contract options provide easy access to our team of highly skilled consultants, removing the risk of having a solution fail. Continued process reviews, support, and training is the best way for Kost to continue to grow and use the systems effectively.

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