



“What used to take me 45 minutes for a single shipment now only takes 10 or 15 minutes.”

-Nancy McMullen

COMPANY

WinSystems, Inc.
Arlington, TX

www.winsystems.com

AT A GLANCE

Industry: Computer hardware

Shipping Solutions

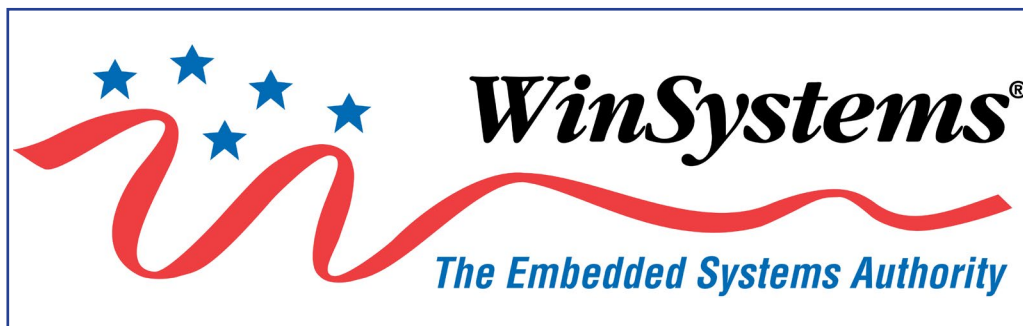
Version: Professional 9

Shipments: 40/month

ERP: Metasystems

INTERVIEW

Nancy McMullen,
Export Compliance
Manager



WinSystems of Arlington, Texas, averages 40 export shipments a month to 53 countries in every continent.

With that kind of volume, export compliance manager Nancy McMullen had been searching for shipping software to replace her aging and unreliable software program prone to daily crashes and unacceptable downtime. Explained Nancy, “The software was getting to where it couldn’t support the load, and it did not screen for anything; I had to do all of that manually.”

WinSystems sells embedded computers and system solutions for many industrial needs, limited only by the customers’ end use. Their goal continues to be to provide solutions for the wide array of design problems that present themselves to their growing base of 9,000-plus customers.

Nancy desperately needed replacement software that had all the features she desired—especially something with built-in restricted party screening and other compliance capabilities. Nancy also knew she would have to find software that was affordable, but most of the options she found were \$50,000 and more.

After a Google search and more research, Nancy ultimately found Shipping Solutions Professional 9. She presented the software to her boss as the most viable option: It had all the options she needed at an affordable \$2,499.

Shipping Solutions’ Compliance Module Prevents a Big Fine

After downloading the trial version of Professional 9 and working with it for less than a week, Nancy was hooked. “By about the third day of the trial I was like, ‘Okay this is it!’” she exclaimed. Her recommendation to her boss: “Please buy it [Shipping Solutions] now – this will be an excellent investment.” Nancy also insisted the company purchase the optional Annual Maintenance Program (AMP) after the first year. Without it, she quipped, “The software is not going to be any better than what we are replacing.” At the time we talked with Nancy, she had just renewed her AMP.