

Case Study: L'Image Inc.



The Challenge

L'Image changed their business model from manufacturing, to 100% importing. They required the right software to target their new business functionality.

The Solution

Sage 100 provided a robust distribution package with accounting solutions customized to meet their company needs.

The Results

A solutions and business partner that provided them with the results they required at the time, and into the future.

Making a Move To a New Industry

L'image Inc. was originally a manufacturing company, but started to import product from the Orient in 2006. By 2008, 100% of their products were imported, so they no longer were in need of a manufacturing program to run their business. Now, they needed a great inventory maintenance/buy-sell program that was uncomplicated to integrate with their warehouse, EDI, and inventory. L'image has a very SKU intensive business, and often ship 800 - 1,000 new SKU's a month.

There are several critical functions that L'image needed:

- An accurate accounting of physical inventory in real time, to report to their customers.
- A need to link incoming product POs to their respective outgoing sales orders.
- An electronic interface to produce UCC128 labels, send ASNs, receive and send via EDI, and to coordinate with their ERP system.
- The ability to consolidate individual invoices into master invoices, if needed.
- A user friendly interface.
- The ability to pull reports directly into Excel from various databases, and update them regularly in real time.
- The flexibility to add UDFs for attributes that can be recognized across all modules, for easy filtering and identification of products that come in a variety of colors, but have the same customer alias ID number.

Company Profile

Company:
L'Image, Inc.

Industry:
L'image, Inc. is a premier high volume fashion jewelry importer and distributor located in the New England area.

Operations:
Accounting, Inventory, EDI, Warehouse Management, Distribution, Shipping

Sage 100 Delivered

Sage 100 has delivered on all fronts. Charts, graphs, and tables are a cinch to generate, and can be done in real time. Five years ago, L'Image began using handheld scanners for all outgoing shipments, which integrated perfectly, and was easy to modify to their needs. Many add-on solutions, such as Barcode, MAPADOC EDI, and Scanforce Warehouse Automation, integrate effortlessly into the existing Sage 100 system set up, and the screen navigation is very easy.

A Trusted Partnership

Throughout the entire process, from the initial pre-purchase presentation through the implementation of their newest version of Sage 100, CMS has been there to educate and support on any issues L'Image has had, whether it required program customization, phone support, or helping to undo something that had been inputted incorrectly. CMS also regularly hosts workshops that are informative, and allow clients to hear how other Sage 100 users interact with their systems. CMS keeps them informed on any add-on enhancements that may apply to their business model. Additionally, CMS understands L'Image, and are in tune with their process flow, so solutions to problems and modifications are addressed quickly and efficiently.

“As a company, L'Image has been able to increase our sales by almost 300% since we began using Sage 100 with limited new hires.”
— Jon, Vice President of Sales and Customer Support at L'Image

Information at Their Fingertips

Ever since L'Image changed their software solution over, they have been able to do: Last Year / This Year comparisons; chart out incoming products by date, vendor and product line, so they can anticipate in-house workload daily, weekly, and monthly; understand exact past usage peaks and valleys by item, product line, or UDF classification; see how much business they have done with each customer by product line, so L'Image can direct product development.

As far as the dollars and cents breakdown, L'Image is not sure the time savings is as important to them as the fact that all information is now in one place, and is accessible to all users, instead of everyone keeping their own information separately. This certainly adds to their organization's efficiency. “As a company, L'Image has been able to increase our sales by almost 300% since we began using Sage 100 by limiting new hires.” states Jon Pelzman, Vice President of Sales and Customer Support at L'Image.

As a business partner, CMS brought in a more effective software system that makes it easier to understand their upcoming workload. This was critical to their success. L'Image now has access to critical information in real time, that was previously unattainable in their old system.