

### AccuPointe Continues Strong Partnership with EVS



#### RESELLER

AccuPointe, Inc.

#### YEAR BUSINESS OPENED

1989

#### SYSTEMS OFFERED

*O2 Process Manufacturing*

*O2 Mobile Warehouse*

*Sage MAS 500 ERP*

#### LOCATION

Charlotte, NC

#### NUMBER OF EMPLOYEES

15

#### Featured Products



AccuPointe began in 1989 as a leading systems integration consultancy, specializing in ERP, CRM, HRMS and Business Intelligence solutions. AccuPointe's expertise includes manufacturing, distribution, field services and financial industries. In 1992, AccuPointe began selling and servicing **Sage ERP software** solutions. Then in 2005, AccuPointe partnered with software publisher Escape Velocity Systems (EVS) to work in the process manufacturing industry.

#### A Strong Partnership

According to David Brannan, Principal at AccuPointe, the partnership with EVS has been easy and very professional. "EVS really helped get AccuPointe into the process manufacturing space. The expertise found at EVS in process manufacturing provided the educational assistance needed for us to succeed in this complex industry," states Brannan. AccuPointe has added the process manufacturing vertical into their product offerings and as a result has seen an increased opportunity for business.

AccuPointe has clients using both **O2 Process Manufacturing** and **O2 Mobile Warehouse** by EVS. "Many of the clients were looking for solutions that could streamline processes that weren't efficient. Common client issues were disparate systems, using multiple Excel spreadsheets to track information, and the inability to track data through reporting. These concerns were all satisfied with O2 Process Manufacturing," adds Dene Powell, Director of Sales at AccuPointe.

Other clients were looking for warehouse management solutions, particularly those

having inventory accuracy issues. According to Powell, "**O2 Mobile Warehouse** offered a solution that not only dramatically increased the accuracy of the client's shipping and receiving, but the system also significantly decreased mis-picks. For example, one of our clients implemented O2 Mobile Warehouse and discovered over \$300,000 in additional inventory within their warehouse."

#### Working Within the Channel

AccuPointe is not only a software reseller, but also a publisher of Direct 500, an integrated order management and eCommerce software solution. Operating as a publisher too, Powell can see the challenges that come with having a reseller channel. "EVS does a great job with the channel. First, EVS understands the process manufacturing and distribution space, which is critical. Having the ability to go to EVS for their expertise in the industry is important to us. Second, since EVS is the publisher, the team knows the product from a technology perspective from the inside out. This is a great asset in demonstrations and the sales process in general," says Powell.

#### About EVS

EVS was formed in 2001 to combine specific industry knowledge related to process manufacturing and distribution. EVS combines ERP implementations with cutting edge software development. Specialty industries include food and beverage software, life sciences software, chemicals software, and metals software. The company focus is to create tools that enable mid-market enterprises to achieve their goals, focusing on lean processes.