Success Story

Creating efficiency by centralizing data

Switching to Sage 300 allowed Kost Fire-Safety to implement effective inventory management and centralized purchasing.

"The new system is doing exactly what we needed. All thirty users can now easily see how much inventory we have at each location."

Marilyn Elias
Controller, Kost Fire-Safety

KOST
FIRE - SAFETY

Organization
Kost Fire-Safety

Location
Alberta, Canada

Industry
Fire Protection Service

Sage Products
Sage 300
Microsoft's Retail
Management System (RMS)

Sage Partner
Asyma Solutions Ltd.

ASYMA
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Guiding Great Businesses

Sage Business Partner

About Kost Fire-Safety
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.

The challenge
Their QuickBooks accounting system and MicroBiz pointofsale 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 pointofsale 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 a partner 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 pointofsale side of the business.

Kost Fire-Safety's move to Sage 300 gave them the ability to easily support their customers' safety requirements across multiple locations.

The solution

Asyma Solutions was brought on to implement Sage 300 along with Microsoft's Retail Management System (RMS) for the pointofsale 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.

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 barcoding system with Asyma's help in the near future.

Results with Sage 300

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.

Longterm 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 longterm 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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