

Truck Dealership Invests in Automation Software

Wichita Kenworth needed software that could help them meet the processing demands of their growing business.

It's rare to find and implement a business solution that is cost-effective, flexible enough to deploy within any IT infrastructure, and continues to provide value to an operation long after its initial installation. FabSoft was able to deliver such a solution, and resolve Wichita Kenworth's document processing issues.

A local business that has withstood the test of time.

Wichita Kenworth is a well-respected truck dealership, located in southeastern Kansas. Having been in business for over 40 years, they have earned the trust of customers in the region through their high quality customer service and a commitment to selling high-grade trucks and parts. Wichita Kenworth has been a regional staple in the trucking industry for a long time, and many trucking companies understand their investment in a Kenworth product is a secure one. After all, when important cargo needs to reach its destination within a specific timeframe, a dependable truck is vital towards the successful delivery of such cargo.

Given their reputation, Wichita Kenworth receives a high influx of business year round, which has led

to a gradual increase in their document processing volume over the years. About a decade ago, the accounting department averaged a couple hundred invoices per day, and now they average over a thousand invoices per day. Naturally, as a business becomes more and more successful, a strong, centralized IT system needs to be in place to handle its growing processing demands.

Accelerated dual-processing of small and large print jobs.

There is a significant difference between a routine print job composed of a couple pages versus an extensive, quarterly report. Wichita Kenworth's accounting department kept encountering speed issues with their data processing and it was directly related to the types of documents being processed as well as their general IT set-up. For instance, if a large print job was being processed

INDUSTRY

Truck Sales, Parts, & Repairs

CUSTOMER

Wichita Kenworth

CHALLENGES

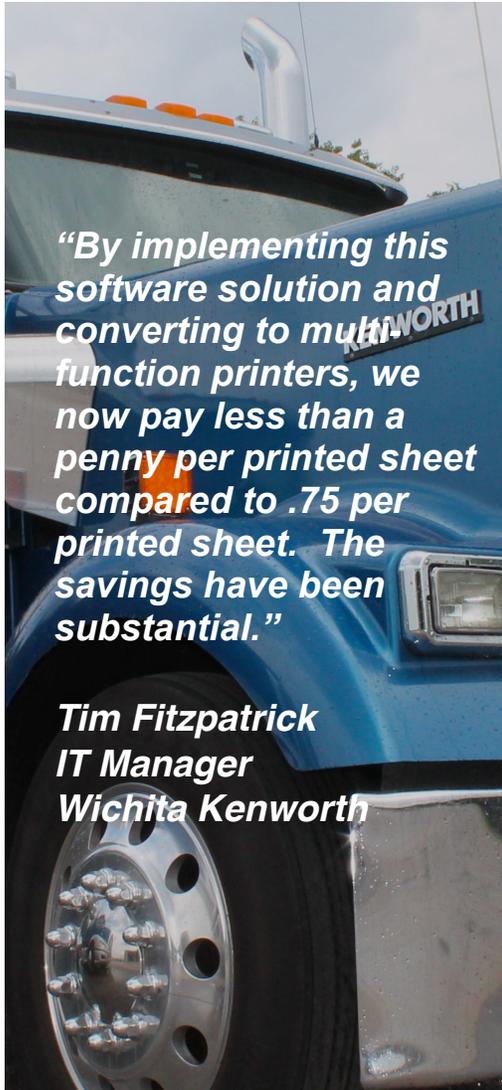
- Single server could not process large and small print jobs simultaneously.
- Document processing contained too many manual steps.
- Other solutions being considered were too costly.

SOLUTION

TagDoc
Reform VDP

BENEFITS

- Multiple processing jobs can be handled at the same time.
- Streamlined workflow boosts speed and productivity of accounting department.
- IT and print costs lowered exponentially.



“By implementing this software solution and converting to multi-function printers, we now pay less than a penny per printed sheet compared to .75 per printed sheet. The savings have been substantial.”

***Tim Fitzpatrick
IT Manager
Wichita Kenworth***

first, a smaller print job would not be processed until the larger print request had been completed. This dynamic can be compared to a one-way road—if the vehicle ahead of you is driving at a slow pace, it will then affect the driving speed of those vehicles behind it. Being that Wichita Kenworth had already been a FabSoft client for over 10 years, both of their servers were still running previous versions of our Reform software. After hearing about the latest release of our Reform V15 software, Tim Fitzpatrick—IT Manager for Wichita Kenworth—inquired about possibly upgrading these outdated versions of Reform. The multi-thread processing feature within Reform V15 could now systematically process print jobs in parallel or at the same time. In other words, similar to the analogy used above, what used to be a single lane is now a multi-lane highway. Therefore, print jobs are being processed much faster than before because they are not being held up by the processing of larger document requests.

Taking a big step in the paperless direction.

Besides Reform’s new multi-thread processing, Wichita Kenworth needed a streamlined method to execute their workflows from start to finish. They required a smoother way in which to digitize and deliver documents electronically. In terms of output, they were printing some accounting forms with an antiquated dot matrix line printer. Even before these forms were printed, they had to be reviewed and filled-in manually with the appropriate data from a desktop computer. By merging both our Reform VDP and TagDoc solutions, we were able to create a near-paperless environment that accelerated every facet of their document processing. With Tag Doc, transactional forms were tagged with a barcode and then printed out. The barcoded form was then scanned back into a network-connected copier, and was deposited in its rightful, electronic location. Reform VDP

stepped in when a specific type of form needed to be printed. Our VDP technology took the print job in the form of a document and merged it with its corresponding data—thereby eliminating the need for manual data entry entirely. Their accounting department can now keep up with the volume of processing requests without sacrificing accuracy or efficiency.

Greater expenses were prevented.

Wichita Kenworth saved costs on multiple fronts by implementing our software solutions. Their biggest savings came from no longer needing to seek out an expensive ERP (enterprise resource planning) system. Our software solution could accomplish the same processing objectives as an ERP system at a fraction of the cost. In addition, consider the upstart cost of installing such large-scale business software—compatibility issues and re-training IT personnel are just some of the complications that could result. Moreover, Wichita Kenworth managed to swap out their old line printers for more cost-effective and modern multi-function printers. With this hardware change and the installation of TagDoc and Reform VDP, they now pay less than a penny per sheet compared to .75 cents per sheet with their old set-up. Last but not least, our workflow solution allowed Wichita Kenworth to keep their accounting department the same size and not have to seek more personnel to support their document processing efforts.

As companies evolve, and grow out of their current IT structures and document processing habits, it is often times difficult to find a software solution that is effective, versatile, and reasonably priced. In this particular case, our newly upgraded Reform V15 software along with the Tag Doc and VDP plug-ins combined to create the perfect solution for a client who sought to automate their accounting workflows. ■