

**SOFTREND**  
**FOUNDATION 3000™**  
 BUSINESS OPERATING SYSTEM  
 www.softrend.com

ADD-IT SYSTEMS INC. STARTED 'ADDING UP' THE SAVINGS DERIVED FROM USING FOUNDATION 3000™ SOFTWARE FROM SOFTREND SYSTEMS INC.

#### CUSTOMER

ADD-IT SYSTEMS INC.

#### INDUSTRY

Manufacturer of Bank and Stationery Equipment

#### LOCATION

North Vancouver, British Columbia

#### NUMBER OF EMPLOYEES

4

#### NUMBER OF CUSTOMERS

Approx. 1000

#### SYSTEM

Foundation 3000™  
 Business Operating System (BOS)

"After going through four or five accounting systems, I finally found one I could count on!"

—Alexander Milne, President,  
 Add-It Systems Inc.

Add-It Systems Inc. has been selling bank equipment and supplies to major financial institutions and stationery distributors since 1980. With sales across Canada, the United States and Australia, Add-It customers have long been able to count on purchasing quality fixtures found on customer service cheque/check desks in many banks. Their products are also found in post offices, airports, Canadian Customs buildings at borders and in industry overall. Additional product lines include tethered computer stylus products for touch screens and retail-based tethering products.



#### CHALLENGE

Add-It was purchasing the raw materials needed to produce their high-quality bank fixtures, in the USA. "For a small business like ours that had been using an older version of Simply Accounting™, multi-currency transactions were always a pain for us," said Alexander Milne, President of Add-It Systems Inc. "Our previous software didn't handle purchases of stock in different currencies without a lot of messing around. We struggled trying to pick up the currency exposure on imported raw materials."

While entering transactions into the old system, staff spent a lot of time figuring out the exchange amounts to use while booking the receiving of inventory. "Bank reconciliation could only be done in one currency," Alexander said, "We really needed to hand off our currency woes to a new software solution."

According to Alexander, large customers were always pushing for EDI compliance too. "We also needed to make a quick decision on software and move forward with a more robust solution knowing that, if push came to shove and if our customers pressured us, we would be ready for EDI," said Alexander.



**SOFTREND**  
 SYSTEMS INC.

#### CHALLENGE

Buying and selling internationally meant multi-currency headaches for this manufacturer. Finding an integrated manufacturing and distribution system.

#### SOLUTION

Foundation 3000™, all-in-one accounting and business management software from Softrend Systems Inc. of North Vancouver, BC Canada.

#### RESULTS

Simplified multi-currency transactions for vendor stock purchases and sales into other countries. Quick and easy Bill-of-Materials inventory assembly mean 'Just-in-Time' manufacturing.

## SOFTREND

FOUNDATION 3000™  
BUSINESS OPERATING SYSTEM

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“Foundation 3000™ has all the reports I need to ensure we can have all our raw materials in time for production. We’ve been able to cut our inventory levels overall by around six percent.”

—Alexander Milne, President,  
Add-It Systems Inc.



SOFTREND  
SYSTEMS INC.

### ABOUT SOFTREND SYSTEMS

Softrend Systems Inc. is a leading provider of unified enterprise management software in Canada, servicing the North American market. Softrend develops and sells accounting, light-ERP, online and mobile software solutions for SMEs (Small and Medium Enterprises) and mid-market companies looking to take their business to the next level with sales and business management techniques used by larger firms. Softrend is engaged in “solving business problems with software.” In addition to its business application sales, Softrend often provides clients with customized features tailored to specific business requirements. Its services include software, data migration and conversion, implementation, training and customization. Foundation 3000™ is a Business Operating System (BOS) that successfully competes with world-class products from other brand name companies.

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“Some vendors wanted to charge more for their EDI software than what we purchased Foundation 3000™ for.”

—Alexander Milne, President, Add-It Systems Inc.

### THE SOLUTION

Add-It Systems chose Softrend’s accounting system because Softrend was able to demonstrate how easy it was to make foreign inventory purchases of raw material and to deal with currency issues. Also, when invoices go out to foreign customers, Foundation 3000™ knows which currency to use on the invoice. No additional accounting transactions are required at month end to compensate for those transactions. The software handles all the back-end currency and exchange transactions, so Add-It can set the currency rate to change on an interval of their choice. “Not having to do month end currency adjustments to reflect our sales into Canadian dollars is definitely a time saver,” said Alexander. “We review our currency gains and loss accounts every quarter now instead of monthly.”

With built-in manufacturing, Foundation 3000™ gives Add-It Systems the ability to store all the inventory builds for manufactured products and based upon product demand, Add-It production staff can quickly create work orders for each day’s production runs. Seldom are customizations required for their customers, so doing the ‘production’ in the software is quick and easy.

For twenty years, sales increased at a steady rate of around ten percent per year, but the size of their customers went up and up. Add-It Systems Inc. now deals with virtually all of the major Canadian banks and many US ones too, often through large stationery companies like Grand & Toy™, Corporate Express™ (now a Staples-owned company) and Lyreco Office Products™. Add-It needed a solution that could scale with the size of their customers.

Foundation 3000™ did just that. As a unified business solution, Foundation 3000™ takes care of all the order taking, purchasing, inventory, accounting, payroll and shipping requirements of Add-It. “We needed to have our customer’s item codes on all our paperwork. It was a requirement of our customers. Foundation 3000™ maps that out for us and prints to all forms without us even thinking about it,” Alexander said. “We actually enter sales orders in their product codes.”

### BENEFITS

- Easier to use than previous systems
- Invoicing and Purchasing is done in currency of the seller’s country
- Clearer view of what inventory is committed and where
- Matching production with orders on hand

### EASIER TO USE THAN PREVIOUS SYSTEMS

Foundation 3000™ provides all the appropriate modules as an all-in-one solution. “It’s so easy to navigate around in the system, as all the modules are a part of the whole,” says Milne. “Getting to anywhere in the system from someplace else is rarely more than two clicks away. This has really helped us to ramp up our training quickly. In our previous system, we needed to ‘back out’ of a module and then go into the next. With Foundation 3000™, we can have many screens open at the same time in the various modules.”

### INVOICING AND PURCHASING IS DONE IN CURRENCY OF THE SELLER’S COUNTRY

Sales orders are created in the customer’s own currency and this clearly shows at the bottom of a sales order. When invoices are printed at the end of the day, all of them print clearly showing the correct currency. Posting invoices to the GL can be done in a batch at the end of the day, week, or instantly. “The software always shows our sales figures in the home currency of Canadian dollars, because the system does the currency transactions in the back end for us,” said Alexander.

### CLEARER VIEW OF WHAT INVENTORY IS COMMITTED AND WHERE

Even at the time of entering a sales order, sales staff know what inventory is on hand, and what’s committed on other orders. Moreover, Foundation 3000™ allows you to drill down and see where orders are committed, providing the ability to take inventory from one order where the required delivery date is further out and to reallocate it to a customer with a closer delivery date.

### MATCHING PRODUCTION WITH ORDERS ON HAND

Knowing what’s on hand is one thing, but when inventory is low, Add-It needs to manage production requirements along with the scheduling of shop time and the arrival of raw materials. “Foundation 3000™ has all the reports I need to ensure we can have all our raw materials here in time for production. We’ve been able to cut our inventory levels overall by around six percent by using Foundation 3000™,” said Milne