



Tire Dealership & Service Center Connects Retail POS Software With Microsoft Dynamics GP for Complete System



We use VAST Enterprise as our Point of Sale software to run the business but rely on Dynamics GP for back-end financial reporting and processing. The integration done by CAL Business Solutions saves our team a tremendous amount of time and manual entry.



*Steve Cohen, Controller,
Modern Tire*

The Challenge:

To accommodate their growing business, Modern Tire and Auto Service Center implemented a Point of Sale (POS) system from MAM Software designed for tire dealers and service centers. To eliminate double entry and the inefficiency of having information in two places, the company decided to also replace their existing Peachtree accounting software. The new accounting software needed to integrate with the POS system and be easy to use and maintain yet robust enough to provide detailed financial reporting.

The Solution:

Modern Tire chose Microsoft Dynamics GP. After an unsuccessful start with another Dynamics GP partner, Modern Tire turned to CAL Business Solutions. Because of their partnership with MAM software, and experience working with other tire retailers, CAL Business Solutions was able to integrate the back office and front office applications successfully.

Now Modern Tire pulls information from five retail stores on a daily basis from the VAST Enterprise POS system directly into Microsoft Dynamics GP. The information hits the General Ledger allowing them to drill down on the data, process accounts payable, run payroll, and view financial reports.

The Benefits:

“Powerful Without Being Overkill”

As a CPA, Steve Cohen, Controller at Modern Tire, has been exposed to a variety of different accounting software packages with companies both small and large. Steve comments, “Dynamics GP has the functionality of very sophisticated software but is really user friendly. For a small company like us it is powerful without being overkill.

Customer:

Modern Tire and Auto Service Center

Web Site:

www.moderntirect.com

Location:

Rocky Hill, CT

Industry:

Retail

Former System:

Peachtree

Customer Profile:

Modern Tire is a family owned and operated business serving Central Connecticut since 1941, offering retail and full mechanical services at 5 locations.

Highlights:

- Information pulled daily from POS system into Dynamics GP
- Financial software is sophisticated without being complicated
- Stable system that rarely needs support
- Restored confidence in software providers

CAL Business Solutions Inc.
860.485.0910
sales@calszone.com

www.calszone.com



About CAL Business Solutions

CAL Business Solutions is a Connecticut Microsoft Partner focused on Dynamics GP (Great Plains) financial management/ERP systems. The company offers implementation, data conversion, customization, training and support to over 250 customers in 23 states.

- Serving customers since 1982
- Dedicated in-house development team
- Multi year Microsoft Dynamics® President's Club Member, recognizing the top 5% of Dynamics Partners worldwide
- Microsoft Dynamics® GP Integration Experts
- MAM Software Partner

“When companies use an industry specific application, they often sacrifice strong financial functions or end up with disconnected systems. With Microsoft Dynamics GP on the back end they can have the best of both, and CAL Business Solutions takes care of the integration.”

*George Mackiewicz, President
CAL Business Solutions*

Download a Free ERP Pricing Guide at:
www.calszone.com/30questions

CAL Business Solutions Inc.
200 Birge Park Road
Harwinton, CT 06791
860.485.0910
sales@calszone.com
www.calszone.com



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“We Rarely Need Support”

CAL Business Solutions was able to troubleshoot and correct problems with the initial implementation and integration so that the accounting system now runs smoothly behind the scenes. “Dynamics GP is stable so we rarely need support. We know we can call CAL Business Solutions for assistance or advice, but we are not dependent on them, which is important for a small company.” says Steve.

“They Proposed A Budget and Stuck To It”

Modern Tire knows that choosing the right software provider is just as important as choosing the right software. Robert Amenta, President of Modern Enterprises, Inc. says: “Over the years I have had dealings with numerous software companies. In almost all cases, there was something lacking in terms of satisfaction with the services, cost, or just plain know how, until we started working with CAL Business Solutions. They took our existing system and made it work. They proposed a budgeted amount for our project and stuck to it.”

“CAL Restored My Confidence in Software Providers”

Robert continues: “I must say that CAL Business Solutions has restored my confidence in software providers. They know the product, don't waste time, and don't bill me unnecessarily. As a business owner, that matters. CAL does business the way we do business – stand behind the product and the work and make the customer happy.”

Modern Tire now has the best of both worlds, a POS system designed specifically for their tire and auto service business, connected to a strong, stable core financial system that is easy to use and maintain, supported by industry experts they can trust.



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*Robert Amenta, President,
Modern Tire*

