

# Sage 100 ERP | Customer Success

## GoLite Lightens Workflow With Ensemble Business Software and Sage 100 ERP

Light weight, comfort, and durability are must-haves when outdoor enthusiasts shop for clothing and equipment. This explains why adventure racers, alpinists, backpackers, cyclists, and runners drool over GoLite products.

GoLite manufactures outdoor clothing, packs, tents, sleeping bags, and accessories. Its unique, technologically advanced products combine maximum performance and minimum weight, with features like watertight zippers, easy-grab siliconized zipper pulls, and superdurable flat-lock seams. As proof of its growing popularity, Backpacker Magazine readers voted GoLite as their “Favorite Ultralight Pack.”

### Beyond QuickBooks

But there was nothing advanced or high-performance about the company’s business system. “We were struggling to make QuickBooks and Mail Order Manager work for us,” says Christopher Boyd, technology manager. “The system couldn’t tell us whether items were already allocated for orders or were really available in inventory. It didn’t report which sizes or colors were in stock—essential for a clothing manufacturer with seasonal requirements like ours. Also, it wasn’t designed to support our dealer network, where the majority of our business lies.”

GoLite spent two years searching for a replacement system. Nothing was good enough—until the operations officer recommended Sage, which she’d used at a previous position. To clinch the deal, Ensemble Business Software (EBS), a Sage Master Developer, showed GoLite its integrated solution especially designed for apparel businesses. “The credibility of the huge Sage installed base, plus the industry-specific capabilities in EBS, were the real ringers for us,” notes Boyd.

### Size/Color Matrix

GoLite employees use the integrated Sage 100 ERP\* and EBS system to populate order entry screens in the Sales Order module the moment an order comes in. They create a new customer, or look up existing customer information using numbers determined by customer type. Orders are established using the EBS size/color matrix, checking real-time availability in inventory.

\*Sage 100 ERP was named Sage ERP MAS 90 when GoLite, LLC initially implemented this solution. The product names have been updated in this case study to reflect current naming.

### Customer

GoLite, LLC

### Industry

Outdoor equipment and apparel manufacturer

### Location

Boulder, Colorado

### Number of Locations

One

### Number of Employees

22

### System

Sage 100 Standard ERP

Ensemble Business Software



### Challenge

QuickBooks and Mail Order Manager could not provide integrated time-phased availability information or size/color matrix for order management, or adequately support dealer ordering.

### Solution

Sage 100 ERP and Ensemble Business Software as integrated solution, with full complement of accounting, distribution, and warehouse management modules.

### Results

Average order size has increased; administrative time is down; shipping volume is up thanks to new software.

"If someone wants an extra-large, short-sleeved red top, we know immediately whether it's in stock," Boyd explains. "If it will reach our warehouse three days from now, we can tell customers that, too." Using macros on spreadsheets tied directly to Sage 100 ERP, GoLite can also offer warehouse information to other vendors who share their availability.

### Bar Coding for Better QC

Once an order is placed, allocations run several times a day. The system creates and prints pick tickets, which go to the warehouse attached to GoLite's administrative building. Employees pick and scan items by bar code. Items are then scanned a second time as they go into packing boxes, reducing errors and losses.

"We have great faith in our quality control now, with both electronic and paper trails backing up every shipment," says Boyd. "Recently, a customer complained that they didn't receive an item. We could prove it had indeed gone into the packing box, and they admitted that they'd made a mistake. We make very cool stuff, and things sometimes 'disappear' from customers' premises. So having sophisticated tracking is critical."

### Speedier Shipping

After the warehouse packs an order, the system's StarShip module integrates with UPS to print out a label, uploading to a batch at the end of the day. Batches go to accounting for invoicing.

GoLite has discovered important efficiencies in order processing. "Our new system and warehouse have trimmed half a day off of fulfillment times. If we get an order in by noon, it ships the same day, and customers love that," Boyd says.

### Working With Web Orders

GoLite uses the Field Sales module to manage its Internet sales. "Customers require a lot of information on products before they order, such as the exact weight of a tent both with and without stakes. This creates special demands on e-business software," says Boyd.

## About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at [www.SageNorthAmerica.com](http://www.SageNorthAmerica.com) or call 866-996-7243. Follow Sage North America on Facebook at: <http://www.facebook.com/SageNorthAmerica> and Twitter at: <http://twitter.com/#!/sagenamerica>.

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**Christopher Boyd  
Technology Manager  
GoLite, LLC**

"Our website is connected to near-real-time inventory data from the warehouse, with availability snapshots three times a day," he continues. "We never could have done this without the Sage and EBS system."

### Happy Campers

Bottom line benefits from converting to Sage 100 ERP and EBS run across the board. "We're now shipping more goods with the same amount of people. Our average order size has gone up because we have better exposure to what is available in inventory. And our administrative workload has decreased, since the system no longer locks up, corrupting data and forcing everybody to stop work," notes Boyd.

GoLite is pleased with the performance and value of its new software. "I'd definitely choose Sage 100 ERP and EBS again," Boyd says. "The system is stable, provides us with reliable and usable data, and is an integral part of our success growing our business."