

Maxi Body Auto Glass & Body Parts Future-Proofs Inventory Management and Mobile Sales

Maxi Body Auto Glass & Body Parts is an automotive body parts and glass distributor. With an extensive inventory of parts for a wide range of vehicle brands, Maxi Body is committed to delivering top-quality products and excellent customer service to its clients in Puerto Rico. Moreover, the company sells its products through auto parts stores and an eCommerce website.

Maxi Body Faced Challenges With Scaling Mobile Inventory Management

Before Maxi Body implemented ScanForce, the company utilized a custom solution that lacked the features needed to scale the business. With more than 40,000 auto part items in the system and 5,000 to 6,000 new items added yearly, the team experienced challenges keeping inventory data error-free. Maintaining thousands of products in two systems was becoming highly inefficient. Plus, the data was only as good as when the last import/export was run, making it unreliable.

In addition, some customers are in remote locations with limited internet access or cell signal, so workers occasionally find themselves off the grid. Therefore, they needed a solution that could operate even in a disconnected environment to keep inventory data accurate.



END-USER

Maxi Body Auto Glass & Body Parts

CHALLENGE

Custom solution wasn't built to scale and couldn't seamlessly sync data, leading to inaccuracies

SOLUTION

Robust inventory management with 100% mobility - ScanForce's Mobiles Sales keeps data accurate even when disconnected

A ScanForce Partner Delivers the Solution

Mariano Latorraca, General Manager of Maxi Body, discovered ScanForce from his Sage consultant, Lourdes Sobrino. Sobrino encouraged Latorraca to talk to ScanForce.

Sobrino stated, *"I recommended ScanForce because they not only have reliable technology, but they have a whole team of knowledgeable and responsive people to support Maxi Body, and I have confidence that they will continue to support them and innovate with their products well into the future."*

In addition, ScanForce solved Maxi Body's pain points by integrating directly with Sage 100. The team can save countless hours by eliminating the need to re-key data or run import/export routines to sync. Moreover, ScanForce provided access to real-time inventory levels in the field.

Now, the team at Maxi Body immediately knows if they don't have enough of an item on hand to fill the order. They can suggest alternate products to ensure customers get what they need so they don't decide to look elsewhere.

The Benefits of Working with ScanForce

ScanForce's solutions for Sage 100 were implemented and rolled out, allowing Maxi Body to get up and running quickly. The team at Maxi Body uses ScanForce's Mobile Sales to streamline customer orders in the field.

Key benefits Maxi Body experienced with ScanForce:

- Sell anywhere, regardless of internet connectivity
- Minimize errors with an accurate and effective sales process
- Streamline processes by eliminating manual data entry
- Eliminate misplaced sales orders by capturing signatures on devices
- Boost sales by viewing order history and suggesting add-ons
- Flexibility to run software on whatever device is most convenient
- Display product photos on devices to cut down returns and boost satisfaction

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"Since ScanForce integrates directly with Sage 100, we no longer have to re-key data or run import/export routines to sync. This has saved us countless hours per year."

— Mariano Latorraca, General Manager
Maxi Body

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"With ScanForce, lack of connectivity is no problem. If we don't have a cell or Wi-Fi signal, we can work off the most recent data, complete the sales process, and it will sync back to Sage."

— Mariano Latorraca, General Manager
Maxi Body

