



### Client

Damco Distribution Services

### Headquarters

Madison, New Jersey

### Industry

Transportation

### Software Solutions

Sage ERP Accpac  
*doc-link*

### Challenge

Damco Distribution Services sought a powerful, cost-effective financial reporting and accounting solution to replace its cumbersome mainframe application.

### Solution

Arxis Technology implemented Sage ERP Accpac with integration to the company's industry-specific billing system.

### Results

Integration with billing system drives efficiency and facilitates data analysis. Flexible financial reporting tools deliver decision-making data. Multi-currency capabilities support international operations.

## Arxis Technology Helps with the Heavy Lifting at Damco Distribution Services

Shipping, warehousing, and distribution giant streamlines business processes using Sage ERP Accpac.



In the world of transportation and shipping, Maersk is one of the most recognizable names in the business. Damco Distribution Services, Inc a wholly owned subsidiary of Damco, part of the AP Moller Maersk Group, handles port-to-warehouse transportation services, supply chain management, and logistics. The U.S. operation of Damco Distribution Services employs nearly 400 individuals across multiple locations. Damco Distribution Services's customers are Fortune 500 companies who trust their shipments to the experts. Internal accounting and financial reporting requirements at this large corporation are complex and extensive. One solution meets those requirements: Sage ERP Accpac, supported by Arxis Technology.

### Referral Hits the Mark

When Damco Distribution Services began looking for a new accounting and financial reporting solution to replace its cumbersome mainframe application, the recommendation of a sister company was pivotal. "They were successfully using Sage ERP Accpac supported by Arxis Technology and recommended them both," recalls Christopher Kuhn, manager of finance and information systems for Damco Distribution Services. "Our operations are similar, and they spoke so highly of the pair that we decided it could be a good move for us."

Damco Distribution Services briefly considered other ERP systems, including Microsoft Dynamics GP and SAP. "We didn't think Dynamics had enough horsepower for us, but SAP was overkill," Kuhn says. "Sage ERP Accpac is very strong in the areas we need strength."

Arxis Technology consultants planned and performed a successful conversion from the old application to Sage ERP Accpac. "Arxis handled the implementation very professionally," says Kuhn. "They considered our entire operation in their plans, prioritized well, and implemented the system successfully."

## About Arxis Technology, Inc.

Since 1994, Arxis has been helping growing companies maximize their technology resources and investment. Over the years, we have worked with hundreds of small and medium sized businesses in a wide range of industries including wholesale, distribution, manufacturing, service, entertainment, and non-profit.

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### Access to Decision-Making Data

"Overall, the biggest benefits with Sage ERP Accpac are better visibility into our business operations information, increased processing speed, and quicker access to decision-making data," says Kuhn.

When your business is moving freight, obtaining highly accurate cost information about that movement is paramount. Arxis Technology was able to configure a series of reports that detail costs down to a container level. "We can see the big picture of costs by customer or facility," Kuhn says. "But the ability to drill down and obtain container-level costs is priceless."

### Integrate Disparate Applications

The company's specialized billing process is initiated in a separate industry-specific application. Arxis Technology worked with Damco Distribution Services to design a sophisticated import utility that brings detailed billing data into Sage ERP Accpac. Cash receipts, receivable tracking, and cash forecasting now are integrated with the balance of the company's financial data. This gives the company a comprehensive view of all of its operations.

Some of Damco Distribution Services's billing is in Canadian dollars. This is supported using the Sage ERP Accpac Multi-Currency module. "We maintain the conversion rates in Sage ERP Accpac, and those rates are applied to imported invoices that are denoted in Canadian dollars," explains Kuhn.

### Support Workflow

The company processes a large number of accounts payable transactions for its opera-

tions across the country. With multiple offices and departments involved, a conscientious approval process is necessary to ensure accuracy and maintain timeliness. Arxis Technology introduced Damco Distribution Services to *doc-link*™ powered by Altec, a document management and workflow solution that is integrated into Sage ERP Accpac.

Invoices are first captured into *doc-link* via scanner, email, fax, or printstream and then indexed and archived. Arxis Technology was able to configure the product's workflow to match the company's existing process approval steps. Once final approval is received, an accounts payable transaction is created automatically in Sage ERP Accpac. Ultimately, *doc-link* associates the captured invoice with the check when the check is printed. "This has been a real benefit to the company," says Kuhn. "We have dramatically decreased the volume of paperwork, while at the same time streamlining the entire accounts payable approval process."

Other improvements to accounts payable processing are the ability to print checks to blank check stock, add a securely protected signature, and electronically transmit payments to vendors.

### Dependable Partner

Kuhn praises the service Damco Distribution Services receives from Arxis Technology. "They are responsive, attentive, and available," he says. "We are impressed with their training services and their report development services. They have been a tremendous help to us."

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