

BACKYARD ADVENTURES



your backyard... their adventure

EXECUTIVE SUMMARY

COMPANY:

*Backyard Adventures
Amarillo, TX*

INDUSTRY:

Manufacturing

BUSINESS CHALLENGE/NEEDS:

- *They had a large number of product configurations and parts to track*
- *Create custom work orders*
- *Standardize incoming product orders from distributors*

SOLUTION:

- *Fishbowl Manufacturing and QuickBooks Enterprise*

RESULTS:

- *Generate accurate, complete customized work orders, with parts and pricing enumerated, on the fly*
- *Give dealers oversight of their inventory in real time, even for multiple stores*
- *Let dealers use the accounting application they prefer: QuickBooks*
- *Provide a way for dealers to reorder inventory that's efficient for Backyard Adventures and flexible and cost-effective for dealers*
- *Save hours of data entry by importing an existing database*
- *Reduce time spent tracking down incomplete orders*

INTEGRATED FISHBOWL® SOLUTION MAKES INTRICATE INVENTORY CONTROL SEEM LIKE CHILD'S PLAY FOR MULTI-LOCATION, CUSTOM PLAYSET MANUFACTURER BACKYARD ADVENTURES®

For parents and children with imagination, Backyard Adventures is the place to shop. This Amarillo, Texas-based company allows its customers to design customized playsets for their children. Customers can choose from any number of configurations to design the perfect “backyard adventure.”

BUSINESS CHALLENGE & NEEDS

With so many design options available, Backyard Adventures needed a flexible, easy-to-use order entry system and a robust inventory control system. Also, because of the company's nationwide network of 65 distributors, they needed an efficient means to order parts and maintain inventory across multiple locations. The distributors also required that the new inventory solution integrate with their QuickBooks® accounting software.

Both Backyard Adventures and its distributors needed an accurate picture of inventory levels. Because the independent dealers and distributors worked with customers to design their playsets, they needed an order entry system that could accommodate customized parts lists. Some distributors also needed to manage and track the parts inventories of multiple locations, and Backyard Adventures wanted a standardized way for dealers to place orders when their inventories ran low.



THE SOLUTION

Backyard Adventures turned to Fishbowl because of its powerful QuickBooks integration and advanced client/server architecture, which allows quick communications with remote users. Fishbowl's sales order module lets Backyard Adventures' customer pick the basic playset they want and then displays the custom options for that system in a list. As custom options are chosen, the list is updated with additional features and prices until the playset is complete. A work order is then automatically generated and the custom playset assembled.

To streamline the reordering process, Fishbowl designed a reorder system that allows the user to set multiple "reorder" and "order-up-to" points in different units of measure and with the appropriate cost for that unit of measure. This option lets dealers see the substantial savings they realize in both time and money by ordering by the pallet load instead of by individual piece.

THE RESULTS

Fishbowl is easy to use and well liked by the dealers and distributors in Backyard Adventures' network. *"In a year, Fishbowl has completely transformed inventory control in my company,"* says Chris Connors, Vice President of Specialty Sales and Marketing at Backyard Adventures. *"It has several unique features that have helped make inventory control an easy process, including its unique configurator. The configurator makes it possible to customize a bill of materials ... and allows you to customize the finished good for each customer."*

The distributors also appreciate being able to maintain the right level of inventory--neither tying up too much capital in parts nor running short and possibly losing sales. To make maintaining inventory easier for distributors, Fishbowl helps automate reordering with reorder

thresholds and quantities. And the ability to manage inventory separately for multiple locations is a time-saver.

The combination of Fishbowl software and QuickBooks eliminates hours of manual entry and it has made orders more accurate. *"With Fishbowl and QuickBooks, we can complete our customer jobs in less time with more accuracy,"* says Connors. *"Our orders are complete and accurate, which saves everyone time."*

Through Fishbowl's Configuration Wizard, Fishbowl software downloads all the customer, vendor, and part and quantity information directly from QuickBooks. From



BACKYARD ADVENTURES

that point forward Fishbowl handles all the sales orders, purchase orders, manufacturing, and inventory control. When the distributor or Backyard Adventures needs a change in the General Ledger, Fishbowl will write that information directly to the QuickBooks file. Fishbowl exports critical accounting data as inventory changes are made.

“Fishbowl mirrors all the logical steps in a business, from purchasing to sales to packing and shipping products, so it’s easy to use,” says Connors. *“Fishbowl is a full-featured manufacturing, warehouse management, inventory control and sales package that my employees have been able to adopt in their daily routine without a lot of training.”*

ABOUT FISHBOWL

Fishbowl's business automation platform is the No. 1 requested manufacturing and warehouse management solution for QuickBooks users, and it is also a popular standalone solution for organizations or enterprises looking to track assets. For QuickBooks users, it provides the same advanced features and flexibility larger organizations enjoy, but at a fraction of the cost.

**Sign up for a personalized product overview by calling [1.800.774.7085 ext. 2](tel:18007747085)
or visit our website at www.fishbowlinventory.com**



580 E Technology Ave • Suite C2500 • Orem, UT 84097
Phone 801.932.1100 • Toll Free 800.774.7085 • Fax 801-932-1101
www.fishbowlinventory.com