

Dansons Group has Ignited Their Business with Asyma Systems

SUCCESS STORY

The Challenge ...

An outdated system and a lack of integration between their manufacturing and accounting software left Dansons with a loss in productivity.

The Solution ...

With a thorough needs analysis, Asyma was able to successfully implement a new solution for Dansons, within a short amount of time, and with little interruption to their day-to-day business.

The Results ...

Their partnership with Asyma has provided Dansons a savings of approximately \$60,000 a year in increased productivity. In addition, they are now able to serve their customers with a better level of service, which in turn produces more business opportunities.

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Dansons Inc. Needed New Fuel for Their Business

Dansons Inc. was born out of the desire to turn the waste of sawmills into a reliable energy source. In the 6 years since its inception, Dansons has gone from a humble 3-office space in Calgary, to a 107,000 square foot facility. Through international success, they have been able to expand their product line, selling to such National Retailers as Home Depot® and Lowes®. Unfortunately due to their success and growth; their software solution began to melt down.

Lack of Integration Causes Wasted Energy

Previously, Dansons was using DBA, an outdated manufacturing system that did not integrate with their accounting software which caused a tremendous amount of wasted productivity for much of the staff. This lack of integration forced their staff to re-key invoices and hand write orders. Additionally, it prevented them from being able to give customers real-time inventory information. Dansons was looking for a more complete system that would allow more users to get involved in the day to day business as well as allow



them access to real-time inventory levels, product tracking, and purchase orders.

Advanced Planning Provides Dansons with a Seamless Implementation

Dansons Inc. had less than a month to do their software implementation and they were in need of a partner that could be there to help throughout the entire process. Glenda Peardon of Dansons recalls that, "Asyma was able to do everything we needed in order to get the implementation done in a very short time." With a thorough needs analysis Asyma was able to successfully implement an efficient and effective solution.

The key to Dansons implementation was Asyma. According to Glenda Peardon, "Asyma got the picture; due to their expertise in regards to the needs of the manufacturing industry, they were able to react quickly to any issues that arose." Advanced planning by everyone involved allowed Asyma to put together the kind of system that Dansons really wanted. When the

“Due to our increased productivity, we are saving approximately \$60,000 a year!”

Dansons Inc.
www.dansons.com

Company Profile

Type of Business:
Manufacturing Industry

Headquarters:
Edmonton, Alberta

Other Information:
70 Employees

System Profile:
Accounts Payable
Accounts Receivable
General Ledger
Inventory Control
Multicurrency
Order Entry
Purchase Order
Serialized Inventory

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time came for the actual implementation it went as smoothly as could be expected. “The implementation went seamlessly,” recalls Glenda, “we couldn’t be more thrilled with the outcome.”

Asyma Allows Dansons to Keep the Fire Burning

With the new system Dansons’ staff is now able to import invoices and orders directly into the system and give real-time inventory information to customers. They have also eliminated the time delay between a customer placing an order and that order’s entry into the system. The reduction of duplicate data entry

has dramatically reduced the number of errors within their system. Dansons is now able to serve their customers with a better level of service, which in turn produces more business opportunities. “The decision to partner with Asyma has given us a savings of approximately \$60,000 per year in increased productivity,” says Glenda. “Working with Asyma was an excellent experience. They offer a level of customer service that we’ve come to expect.”



Asyma Systems Ltd. are management and technology consultants who are committed to helping your business and organization succeed.

We help companies by providing innovative, sound and proactive professional advice, products and services to enhance the financial well-being of your organization. We provide this using available technology, management procedures, and processes to your benefit at all times.

We believe in win/win relationships on all projects. If the benefit to you cannot be shown to outweigh the cost, we will not proceed.