

COYE CONSULTANTS, INC.

Solution Overview

Industry

Outdoor Power Equipment Distributor

Microsoft Business Solutions Partner

InfoVision, Inc., Charlotte NC

Scenario

Coye Consultants Inc. needed flexible and comprehensive reporting with strong integration across business solutions.

Company Profile

CCI is an outdoor power equipment distributor for The Toro Company and offers consulting services for the outdoor power equipment industry.

Benefits

The depth and flexibility of Microsoft Business Solutions Dynamics and extended solutions meet their financial and sales reporting needs internally and with their corporate affiliate.

Software Used

Microsoft Business Solutions
Dynamics
Financials
Sales Order Processing
Distribution
Payroll
Tools
Dynamics Explorer
FRx
Microsoft SQL Server 2000

Extended Solution Developers

Professional Advantage Software
WebHouse
Accountable Software
Anyview
Commissions
EBridge EDI Software

Demographic Information

Annual Revenue: \$32+ million USD
Number of Employees: 18
Number of Sites: 1
Number of Users: 12
Migrated from Great Plains Accounting

Coye Consultants, Inc., needed to upgrade its accounting system to span opposite fiscal and product calendars and provide multiple stakeholders with detailed, up-to-date financial and sales information. Migrating to Microsoft Business Solutions Dynamics gave the company a strong base that integrates easily with other solutions.

Coye Consultants, Inc., (CCI) is the southeastern consumer products distributor for The Toro Company. They also provide consulting services for the outdoor power equipment industry. The largest Toro Landscape contractor distributor, CCI has marketing rights in six states and sales exceeding \$32 million.

The company's expertise is dealer development and consultation. After assessing customers' business profiles, Coye Consultants helps implement strategic advice to maximize dealers' profitability, keeping them ahead of the competition. This requires the company to keep updated and technologically advanced financial reporting systems.

Moving Ahead with Microsoft Business Solutions

Coye Consultants shares a long and rich history with Microsoft Business Solutions. They selected Great Plains Accounting in 1990, and in 1994 migrated to Microsoft Dynamics. They recently upgraded their system to Dynamics on Microsoft SQL Server. For business analytics they have been using FRx, Dynamics Explorer, and WebHouse by Professional Advantage. By leveraging the strong integration capabilities of Dynamics, the company can also use extended business solutions that enhance delivery of innovative products, services, and solutions.

Benefits

Using Dynamics allows CCI to provide a constant stream of detailed, timely information to both internal resources and product dealers. Updated information and analysis processes include:

Managing reports for fiscal and product cycles: CCI ends its fiscal year on 12/31, while Toro works off a fiscal calendar ending 10/31 and a product calendar ending 7/31. CCI is constantly being asked for information on customers and products for different periods. This type of reporting would be costly and time-consuming without the power, flexibility, and integration capacities of Dynamics and FRx.

Running detailed monthly financials: FRx gives CCI the drill-down tools and flexibility needed to prepare monthly financials with multiple levels of detail. Management can access and control information, reduce report turnaround time, and provide the detail needed to eliminate questions.

Providing mobile access to information: CCI maximized their Microsoft SQL Server database by developing a script that connects their intranet with inventory. This allows field personnel and management to view inventory status through mobile devices, bringing information to their people and customers at any time, from any location.

Extending the Solution

Because Dynamics includes powerful integration capabilities, CCI continues to build its system using selected solution developer providers. For example, Webhouse by Professional Advantage, in conjunction with FRx, allows the company to generate detailed product and market analyses at a minimal cost. Anyview and the Commission module by Accountable Software help management build incentives for sales teams, and offer the team remote access to their individual sales and customer information through a Windows explorer type lookup. Ebridge EDI software allows CCI to transmit daily invoices to Toro and Transamerica, automating a previously time-consuming and costly task.

These solutions all extend the value of Dynamics. By working with Microsoft Business Solutions, the company continually improves its business processes and lives up to its mission statement: to continually surpass even the highest expectations of customers, vendors, and business partners by providing innovative products, services and solutions.

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