

ProvideX

CUSTOMER

Von Rohr Equipment Corp.

PROVIDEX DEVELOPER

Five-M Software
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Hasbrouck Heights, NJ 07604
Phone: 800 74FIVEM
www.fivem.com

CORPORATE PROFILE

Headquarters

East Orange, New Jersey

Type of Business

Construction tools distribution

Number of Locations

One

Number of Employees

22

Size

\$15 million

SYSTEM PROFILE

Operating System

Windows XP

Best Software Product: ProvideX,

used to write Five M Software

Users on Five-M Software: 12

Five-M Modules in Operation

- Accounts Payable
- Accounts Receivable
- Check processing
- File Maintenance
- General Ledger
- Inventory
- Invoicing
- Orders
- Payables
- Purchasing
- Receivables
- Rentals
- Sales

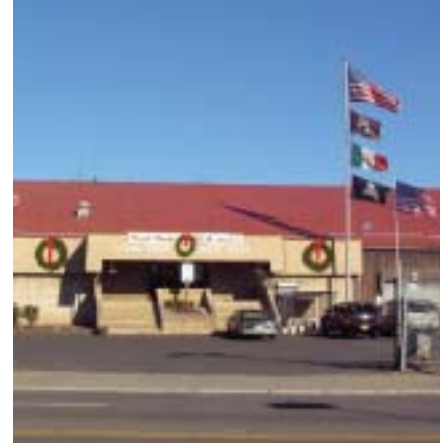
Von Rohr Retools with ProvideX-Based Five-M Software

“Our accounting package was a joke — a disaster — a glorified typewriter,” says John Cancelliere, president of Von Rohr Supply. “Using it was like getting your teeth screwed out. But when people told me I’d have to change the way we did business or hire staff just to accommodate new software, I told them to forget it.”

Cancelliere definitely knows what is needed to run his construction supply and equipment rental company. He worked his way through college sweeping floors and filling orders at Von Rohr, rising through the ranks to become president. Under his decisive leadership, the company has experienced annual double-digit growth for the past decade, and now brings in \$15 million a year in revenue.

Five-M to the Rescue

Cancelliere changed his mind about new software after watching a presentation on Five-M Software, and promptly dumped his existing generic software package. Today Five-M manages everything at Von Rohr, from order entry to inventory, payables, receivables, invoicing, check processing and



file maintenance. Five-M automates operations in a 55,000+ square foot warehouse that covers three acres. It keeps track of 4,000 different product lines and is also used to run the construction equipment rental division.

“Our counter and rental sales operate at a pace that would make a commodity broker dizzy,” says Cancelliere. “Five-M has speeded up our customer service and eliminated costly overhead. This has created substantial savings that improve our competitive edge. Now our people are helping clients instead of chasing paperwork.”

CHALLENGE

Existing software provided inaccurate data, did not track inventory, and produced reports that users called “two shakes away from fertilizer”.

SOLUTION

Five-M Software with complete suite of financial and distribution modules, automating all aspects of operations.

RESULTS

Orders now go out instantly instead of in seven days; barcoded inventory will streamline processing time by 25 percent; rental and repair billing lag time reduced from several weeks to one day.

“ProvideX gives us all the bells and whistles we need to create and support a superior product.”

Sam Benevento
Owner
Five-M Software

“Five-M Software is the single best thing this company has done in the last 26 years. No matter what I might dream up, the geniuses over at Five-M figure out a way to make it happen.”

John Cancelliere
President
Von Rohr Equipment Corp.

Faster Orders, Invoices, Reports

A big problem had been prompt delivery, with delays in writing delivery tickets, entering them into the system, managing shipments, preparing quotes and sending out invoices. “We serve the construction industry, and our customers expect everything yesterday,” explains Cancelliere. “With Five-M, data entry and pricing are done almost instantaneously. This shaves at least seven days off of our total processing time. We’ve experienced a similar reduction in billing turnaround.”

New barcoding capabilities are leading to real-time inventory, which will reduce processing time by a further 25 percent. Next, they will be buying pads for electronic signatures on delivery tickets, fully integrated with Five-M.

“Before our reports were so outdated, they weren’t even dated at all,” Cancelliere jokes. “I used to say they were two shakes away from fertilizer. Now we have profit and loss statements, trial balances, and accounts receivable information at the click of the mouse. And — this might seem like a miracle — not only is the data fast, but it’s also accurate.”

Power of ProvideX

Five-M attributes much of the success of its software to the underlying development language — ProvideX from Best Software.

“ProvideX gives us all the bells and

whistles we need to create and support a superior product,” says Sam Benevento, owner of Five-M Software. “After investigating many alternatives, we found ProvideX to be the easiest to work with, and the most flexible when it comes to edits and rewrites. Choosing ProvideX was a no-brainer.”

However transparent the power and versatility of ProvideX might be to users like Cancelliere, the language undoubtedly contributes to the end-user’s satisfaction. “Five-M Software is the single best thing this company has done in the last 26 years,” he says. “It has helped improve our competitive edge, and gives me real peace of mind because I can absolutely count on it. And no matter what I might dream up, the geniuses over at Five-M figure out a way to make it happen.”



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