

**At a Glance:**

- Company**  
Supplies high quality and affordable products to over 550 garage forecourt customers and also to chemists, convenience stores and gift shops nationwide.  
[www.justthething.ie](http://www.justthething.ie)
- Location**  
Dublin, Ireland
- Industry**  
Wholesale/Distribution
- Challenges**  
The ability to check customer accounts, check stock at multiple locations, record sales orders, generate and print invoices, record payments, process returns on the spot at a customer location.
- Solution**  
accountsIQ fully integrated with application running on the sales reps mobile devices.
- Results/Benefits**  
Mobile salesforce now record customer transactions directly to accountsIQ while with their customers. This eliminates re-keying errors and updates sales results instantly. Quicker turnaround of deliveries has also improved overall sales results.  
No large upfront capital expenditure required.



*"Implementing accountsIQ with a mobile front end sales ordering solution has resulted in greater efficiencies in our sales process, quicker visibility of sales results and better turnaround in fulfilment of orders. This has ultimately resulted in improved sales results"*

**Philip Ansell, Managing Director, Just the Thing**

**Just the Thing delivers Sales Order Fulfilment to Mobile Sales Team**

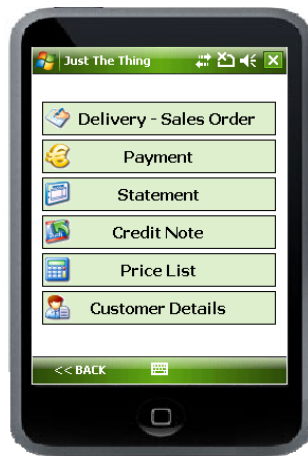
**Business Profile**

**Just the Thing** supplies high quality and affordable products to over 550 garage forecourt customers and also to chemists, convenience stores and gift shops nationwide. It carries over 1,000 separate product lines including mobile phones, MP3 players and motor accessories.

**Challenges**

**Just The Thing** has a Sales team on the road committed to supplying customers with products on the same day if possible. The ability to take a sales order at a customer location, check stock levels at multiple locations, record a delivery, generate an invoice and record a payment on the spot is vital to ensure fast turnaround. **Just The Thing** needed a sales order processing, inventory control and accounting system for their complete operation that could be accessed real-time by their sales team via a standard handheld Windows mobile phone device.

Having evaluated a number of solutions **Just The Thing** chose accountsIQ integrated with a mobile application designed by mobile solutions provider Click Ahead. The mobile app links in realtime to accountsIQ via standard 3G mobile Internet.



*"Click Ahead develops a range of customer projects that often involve integrating information captured on a handheld with an accounting package. accountsIQ is unique because it is a fully hosted Internet service with a comprehensive Web Service API. What this means is that the data captured on the Handheld in the field is now quickly and seamlessly synchronised with the back office accounts. This reduces development time, site visits and support incidents."*

*The benefits the customer sees include real-time processing of invoices and sales orders from users on the road, eliminating human error and providing greater efficiencies from faster insights into field operations"*

**Ciaran Byrne, Managing Director, Click Ahead**

**Solution**

**accountsIQ** provided a feature rich accounting solution with fully integrated sales and purchase order processing and inventory management system. This includes multi-location stock control, quantity and value breaks on pricing and customer discount management. It is fully integrated with the sales order processing application running on their mobile devices, via accountsIQ's Web Services Integration Layer. Any orders, invoices, statements, payments, returns etc are processed and printed using a portable printer, based on the customer specific prices and discounts on accountsIQ.

**Key Benefits**

- Remote users can access the sales system directly from their mobile device
- Significant productivity improvements for sales force – enabling faster order turnaround
- Scalable solution supporting thousands of product lines, customers and transactions
- System availability 24/7 allows flexible working arrangements
- Elimination of re-keying errors