

## **Case Study**

### ***Just the Thing Chooses AccountsIQ to Deliver Sales Order Fulfilment to its Mobile Sales Team***

#### **Just the Thing 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.

Carrying over 1,000 separate product lines, Just the Thing primarily supplies mobile phone, MP3 player and motor accessories.

#### **Just The Thing Requirement**

Just The Thing has a team of Area Sales Managers on the road committed to supplying customers with products on the same day if possible. Therefore, 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 required a mobile application that could run off a standard mobile device that would be integrated with their back end sales order processing and accounting system. Just The Thing chose the online accounting solution provided by accountsIQ to integrate with their mobile application designed by Insero.

#### **Complete Solution**

AccountsIQ is fully integrated with the sales order processing application running on their mobile devices. This is enabled by the AccountsIQ Web Services Integration Layer. Essentially this means that remote users can work from their mobile device and any enquiries or updates are made automatically to the backend AccountsIQ system when the device is synchronised. AccountsIQ offers a feature rich 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.

accountsIQ's Software as a Service pricing model means that Just The Thing could launch their new

system without a large up front capital cost while maintaining predictable costs as their business grows.

## **Customer Profile**



### **JUST THE THING**

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## **AccountsIQ Solution**

- Full Online Accounting System with Sales Order Fulfilment and Inventory Management
- Integrated with bespoke mobile application

## **Key Benefits**

- Fully integrated end to end solution delivery resulting in significant productivity improvements for remote sales force thus enabling faster order turnaround time
- Scalable solution supporting thousands of product lines and transactions
- Meets high availability demands for 24/7 access from anywhere