



## Velosio Helps ShuBee Get a Step Up by Unifying Data Systems



### The Challenge

Since inception, ShuBee® had been running two separate systems, one for sales and one for accounting. With two systems to populate with data, lots of time was eaten up by data entry and re-keying. As sales continued to rise, ShuBee® was faced with a choice: hire more employees for data entry, or find a new, complete system.

### Solution

After determining the time was right to find a new system, ShuBee® began investigating options. ShuBee® considered several solutions, then decided Microsoft Dynamics GP was best for their needs. ShuBee® began a search for a partner to handle the implementation, and finally selected Velosio. *“We considered several providers, but we just liked (Velosio) best.”* The implementation was a success, guided by Velosio’s experienced technicians.

### Client Overview



ShuBee®, a Macon, GA, based company, supplies a wide variety of service industries with top quality shoe protection. Founded in 2000, ShuBee® provides service professionals with high quality products made specifically for tough jobs. Owner and CEO, Steve Stone, saw a need for personal protection products made specifically for his technicians when he owned his own plumbing and HVAC company. He and his brother, Mann, decided the need was great enough and ShuBee® started out of their mother’s garage. ShuBee® prides itself on supplying professional products made specifically for the service industry to make sure you can do your job better!



## Results

- The immediate result of the switch was not having to hire new employees to re-key data, saving the company two full-time salaries
- Dynamics GP's easy connect-ability means it syncs well with other systems, including their CRM tools
- The "live" nature of Dynamics GP means all data entered in to one system automatically populates to the others, meaning recent sales are automatically deducted from inventory, eliminating costly inventory management problems
- Easier to use sales system has spurred sales growth over the last two years

*“For anyone on the fence about switching to a complete solution, you absolutely need one. You don’t know what you’re missing. It will make your day to day tasks so much easier since everything is in real time.”*

-Stacey Timothy, CFO



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