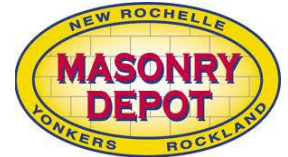




Masonry Depot Owner Gains Freedom Through Mobile Access to Business Performance Data

Company Facts

- Location: Westchester County, New York
- Industry: Lumber and Building Materials
- Number of Stores: 4
- Web site: www.masonrydepotny.com



"I absolutely recommend Epicor Mobile Manager. Mobility is very important to me, especially because I'm constantly travelling from location to location. Knowing the sales for each store, each hour, anytime and anywhere is critical for me."

Vincent Farrell, Owner | Masonry Depot

Success Highlights

Challenges

- Managing a retail business without being chained to the store

Solution

- Epicor Eagle Mobile Manager

Benefits

- Instant access to performance data from a smartphone
- Improved customer service

Masonry Depot is a four-location building material supply yard located in Westchester County, New York. In business for 20 years, the company caters to a mix of contractor and retail customers. Masonry Depot has relied on Epicor Eagle since 1998 and recently implemented Epicor Eagle Mobile Manager, which has given the owner, Vincent Farrell, additional freedom to manage his business via his smartphone while away from his stores.

Instant sales and inventory data saves time

In managing multiple locations each store's performance needs to consistently be tracked. "I can now easily visit all of my stores because I have Mobile Manager," said Farrell. "I used to have to find a computer and sit down at a desk to look up data on the business. Now using my smartphone, I can access data and see how the other stores are performing from any store. I probably use it 10 or 12 times a day."

Mobile Manager also assists Farrell with inventory. "I can enter a SKU and see what quantity we're supposed to have in inventory in comparison to what we actually have. It helps tremendously with inventory control," said Farrell.

Farrell used to have his IT employee send him various monthly, weekly, and daily reports. "Now I receive instant feedback. I don't have to wait to get those reports anymore. I see the sales for the day or a particular time of day," said Farrell. "Mobile Manager is very user friendly. I look at the graphs that show data by any location or by the full company. In an instant I have the information I need."

Customer account decisions while away

Outside the store, Farrell also uses his smartphone to aid in customer decisions. "If I get a phone call saying that a customer wants to purchase on his account but is over his credit limit or past due, I can pull up the customer account information and see exactly what is going on," said Farrell. "I can also give approval to my managers to perform overrides without having to be in front of a computer. We make better decisions and provide better customer service."

Managing the business from anywhere

Whether Farrell is occupied with training, pulled away to solve an urgent issue, or out of the office at meetings or on vacation, he keeps a pulse on the performance of the business. "Today for instance, I was at one of our locations, and I checked my phone and saw that due to the heavy rains, our sales were down at the other locations. I wouldn't have had access to that information without Mobile Manager. And if I had instead seen that we were incredibly busy, I would be able to check in with the yard foreman to make sure he had enough staff."

Farrell has more freedom to run his business from wherever he chooses to be. "I absolutely recommend Epicor Mobile Manager. Mobility is very important to me, especially because I'm constantly travelling from location to location. Knowing the sales for each store, each hour, anytime and anywhere is critical for me."

About Epicor

Epicor Software Corporation is a global leader delivering business software solutions to the manufacturing, distribution, retail, and service industries. With more than 40 years of experience, Epicor has more than 20,000 customers in over 150 countries. Epicor solutions enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor inspires customers to build lasting competitive advantage. Epicor provides the single point of accountability that local, regional, and global businesses demand. For more information, visit www.epicor.com.



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