

“With dynaMACS, we save time, operate more efficiently and get the information we need, when we need it.”

Pat Willey, President
Belmont Enterprises



Belmont Enterprises, Inc.

Agency Profile: Belmont Enterprises, Inc.	
Founded:	1971
Markets:	Industrial safety
Territories:	Texas, Oklahoma, Arkansas, Kansas Louisiana, Mississippi, Missouri, Iowa, Nebraska, New Mexico
Associations:	STAFDA
With dynaMACS since:	2005

Client Challenge

Belmont Enterprises was bogged down with an unstable database. The software was losing records, forcing the sales agency to re-construct lost data. Furthermore, Belmont couldn't upgrade to the newest version of Microsoft Windows, due to the software's incompatibility. Once the agency upgraded to dynaMACS, not only did data losses end, but the agency was also able to upgrade to the current version of Windows.

dynaMACS Solution

Since they converted to dynaMACS, Belmont hasn't looked back. "To sum it up, everything is easier. It's easier to get numbers to salespeople," says Belmont President Pat Willey. "It's easier to get data, easier to read data, easier to drill down for more information, easier to pay salespeople." Asked what he likes best about dynaMACS, Willey starts a list:

- eSi saves Belmont hours of entering invoice data each month. Factories' data is now received and imported electronically.
- All 18 salespeople have a dynaMACS Mobile, with instant access to sales, commission and performance data. "Everybody likes dynaMACS better," he says.
- Sales IQ gets data to Willey and his team instantly. They see crucial information in seconds, and are able to sort it by any combination of customer, manufacturer or sales rep. Salespeople's commissions are also paid using Sales IQ.
- When questions do arise, Belmont calls dynaMACS support, which resolves the agency's issues "in one call, instead of waiting for call backs. Their ability to access my computer, and see the screens I'm seeing means they answer my questions right then and there."

Bottom line: dynaMACS enables Belmont Enterprises to operate more efficiently and effectively.