



Welcome to the end of the day.

NORTHCOTT HOSPITALITY

ELIMINATES THE COSTS ASSOCIATED WITH PRE-PRINTED FORMS!

COMPANY

Northcott Hospitality
International, LLC

BUSINESS

Hotel and Restaurant
Chain

NUMBER OF LOCATIONS

220

FINANCIAL SOFTWARE

Sage PFW

OTHER ALTEC PRODUCTS

AP MICR - on demand check
printing

Company Background

AmericInn International, LLC is owned by Northcott Hospitality International, a Minnesota-based company with headquarters in Chanhasseen. Since the first AmericInn opened in the early 1980s, this hotel chain has grown steadily, with more than 220 properties currently open or under development. The AmericInn Lodging System continues to grow at a rapid pace, with expectations to develop properties throughout the United States in small to medium-sized communities, along highways and interstates and in resort destinations and large cities.

Challenge

“Because of the size of our organization, our AR department faced some unique challenges,” says Andy Fellows, Network Administrator for Northcott Hospitality International, LLC. “On a weekly basis, they were mailing invoices and statements from our headquarters in Chanhasseen to the 220 AmericInn franchises throughout the U.S.”

Northcott was spending excessive money on pre-printed forms and postage. For example, when phone numbers or logos changed, they had to change their forms accordingly and the obsolete forms had to be destroyed. They were also using valuable resources to change and align different forms at the printer. In addition, Northcott employees spent a great deal of time retrieving pre-printed forms from a storage area – a costly overhead to maintain.

Solution

Northcott implemented *doc-link*TM Output Manager for accounts receivable, an enterprise-wide form-automation printing solution that automatically prints high quality, easy-to-read documents from laser printers, compared to the low-quality forms that are produced by impact printers on multi-part form.

doc-link's intelligent recognition capabilities enabled immediate integration with Northcott's financial system, Sage PFW. Northcott now prints their weekly invoices and statements directly from Sage PFW onto plain paper from their laser printers. Now with Output Manager, they can automatically print as many invoices and statements as required and automatically route them to the relevant printers anywhere throughout the organization.

The company also uses Output Manager to automatically email invoices and statements to their franchises, thus eliminating costly postage expenses. Invoices and statements are captured and indexed automatically by *doc-link*'s Electronic Report Management (ERM) engine. Documents from Sage PFW are married with a custom template replicating Northcott's original pre-printed forms.

All documents processed by Output Manager, including reports, are automatically archived for viewing, printing, faxing or emailing.

Because of *doc-link*, Northcott has eliminated all their purchase, storage and administration costs associated with pre-printed forms. Since it is non-invasive, *doc-link* can continue to be used even if Northcott switches to another financial software package or adds new business applications.





Benefit

- Directly distribute the document in method needed with the "click of a button."
- Transmit docs via email, fax, FTP or print to a LaserJet printer.
- Send documents in a variety of formats: HTML, TIFF, XML and CSV.
- Save filing space and reduce dependence on file cabinets for storage.
- Eliminate offsite storage.
- Increase customer and employee satisfaction with immediate access to electronically stored and retrievable documents.
- Save the cost of postage – a cost that only continues to rise.
- Realize an ROI in 6 to 9 months!

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OUTPUT MANAGER HAS
REDUCED OUR NEED FOR
PRE-PRINTED CUSTOM
FORMS, EXPENSIVE
MAILING PROCESSING
AND TIME-CONSUMING
MANUAL FILING AND
RETRIEVAL
”

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