



OSCAR W. LARSON COMPANY

MIDWEST COMPANY TEAMS WITH WENNSOFT AND ALTEC TO MAXIMIZE FINANCIAL OPPORTUNITIES AND INCREASE EFFICIENCY

COMPANY

Oscar W. Larson Company

BUSINESS

Petroleum and Fluid Handling
Equipment Contractor

FINANCIAL SOFTWARE

Microsoft Dynamics® GP

Company Background

For over 60 years, Oscar W. Larson Company has served the Midwest as a leader in full service petroleum and fluid handling equipment contracting. Founded in 1946 to serve the petroleum industry, the Clarkston, Michigan-based company has since expanded into the automotive, airline, restaurant, convenience store and service industries.

Challenge

With over 200 employees and annual revenues of nearly \$50 million, the Oscar W. Larson Company that exists today is far different from the one that first opened its doors one year after World War II concluded. Then, there was no need to track the efforts of staff members in seven different locations or dozens of job sites, as they do today. And there were no computers and related business solutions to assist in tracking jobs and providing information on demand to company leaders and customers.

Companies that succeed long term not only change with the times, they lead the way. Oscar W. Larson stepped forward in 1999 when they began implementation of WennSoft Job Cost and Service Management Series, along with Microsoft Dynamics GP.

“Before WennSoft, we were using two different software programs that we had combined to try to get the needed information,” said Pete Wayne, Oscar W. Larson’s Assistant Controller. “One of the two was just a bad program and numbers were not adding up. Our Controller, Bill O’ Brien, saw an opportunity for us to go with advanced technology and become cutting edge. Going with WennSoft and Microsoft Dynamics GP pushed us ahead of the competition.”

Several years later, while looking for ways to continue streamlining their processes, Oscar W. Larson realized they had a paperwork issue. Specifically, they had paperwork that was disappearing either in misfiled cabinets or in the abyss of various in-boxes, which lead to lost job information.

“Through no fault of WennSoft or Microsoft Dynamics GP, we had some work orders disappearing or invoices not being approved until after a job had been closed,” indicated Wayne. “Work orders might ride around inside of someone’s truck for weeks or be forgotten about altogether. We took some financial hits because some work was done that was never billed.”

Solution

When looking for a document imaging system, Oscar W. Larson turned to *doc-link* from Altec because of the deep integration with Microsoft Dynamics GP and WennSoft. *doc-link* provides a document repository and workflow solution to give complete visibility and control over all documents. The integration to Microsoft Dynamics GP and WennSoft allows for streamlined processing, and Oscar W. Larson now benefits from the paperless processing of all documents directly from Microsoft Dynamics GP and WennSoft.

“There is no need to enter information twice because all three solutions function well together,” Wayne said. “WennSoft and Altec staff listened to our business needs to help us find solutions to our challenges, including our use of data manager, event manager and barcodes.”

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FROM WENNSOFT AND

doc-link™.



Peter Wayne
Assistant Controller
Oscar W. Larson Company





Benefit

Oscar W. Larson's positive return on investment is apparent on a daily basis.

"Things that might have slipped through the cracks before are now visible at every stage of the workflow process," Wayne said. "The collection department staff is now able to quickly research and retrieve information on any order or job directly from their desktop. They no longer have to leave their desks to search for the information. Call notes can be reviewed in WennSoft and any supporting documentation can be viewed with *doc-link*."

Due to the streamlined processes in Accounts Payable, the company's previous 30-day invoicing process was cut in half. The solution also added a higher level of accountability and ownership to each department. "We are able to see every single document in the company, as well as where it is in the workflow process and who has, or still needs to complete an action with it," Wayne said. "If you are trying to expand, there is no substitute for information."

The reception and the efficiencies realized by the employees using the combined solution have been remarkable. "Now, people cannot live without the solutions. Staff members would quit if we moved away from WennSoft and *doc-link*," admitted Wayne. ▲