



Ultimate AppendIT increases productivity for the whole office through quick, easy access to all data

With Ultimate AppendIT, Canvas Designers progressed from manually coping with an ever growing number of photos to what is now a much more routine and smooth system.

"What turned our heads are all the good qualities you'd expect from business software. Ultimate AppendIT meets our needs, it's easy to set up and learn, customer service is the best we've ever experienced, and it's affordably priced."

Ron Janes
IT Manager
Canvas Designers, Inc.

Customer Profile

Canvas Designers Inc. (www.canvasdesigners.com) has, for over 20 years, provided the best aesthetic look in the marine canvas industry for the discerning yacht owners of South Florida, while at the same time protecting the functionality of what canvas is supposed to do on the boat. Their lines also include interior and exterior upholstery, carpeting, metal, polishing, window treatments, and accessories. This is done by having the most technological advanced custom marine canvas shop from pattern design to installation; using the best and most up to date materials on the market. Production covers everything in the canvas spectrum from small boat covers to complete canvas packages on mega yachts and flexible (soft and hard) enclosures.

Canvas Designers is located at 1500 Australian Avenue, Riviera Beach, Florida, 33404. They employ over 30 designers and fabricators. Phone: 561-848-2111 or 800-848-8606 toll free. Email: sales@canvasdesigners.com

Business Challenge

Photographic documentation is integral to Canvas Designers entire business process from sales presentations to final approval of product delivery. They use photographs to sell their products and services and to monitor progress of each project before, during and after results are delivered to the customers. They need an efficient, simple way to manage the photo library and make it work smoothly with their business.

They sought commercial solutions to their document management process and even tried to purchase a custom solution but could not achieve what was needed. The problem was not limited to just locating the right photo at the right time. They had a difficult time training the staff how to consistently catalog and file the materials too. They needed something that tied into their core business data, which included the QuickBooks financial software system.

The difficulties they were trying to overcome could be measured in terms of inefficiency. Too much time was spent entering and reentering the same data in different places. They made and corrected too many mistakes. Too much time was spent locating the right photos. They even looked at alternatives to QuickBooks and tried to find products that would fit together to meet their needs. They tried hiring a software company to develop a solution. Canvas Designers is a self contained operation. They don't outsource internal processes. They wanted something that fit all those needs plus it had to migrate easily with their QuickBooks Enterprise upgrade.

SUCCESS STORY

Canvas Designers, Inc.

AT A GLANCE:

Customer: Canvas Designers, Inc.

Location: Riviera Beach, FL

Industry: Marine canvas industry

Business Challenge:

Canvas Designers needed an efficient, simple way to manage the photo library and make it work smoothly with their business.

Solution:

Ultimate AppendIT by Dynamic Ventures and QuickBooks.

Results:

- Quick, easy access to all data that can't be stored inside QuickBooks
- Save 20% or more of your time
- Inefficient paperwork is eliminated
- The effort is reduced to minimum, while errors and typos are excluded
- Great customer service and easy setup with an affordable price



Solution Overview

Today Canvas Designers uses QuickBooks Enterprise 2007 Contractor Edition and Ultimate AppendIT. "We have a great solution that matches our needs and can expand with our growing business", says Ron Janes, IT Manager. "We think that we've reduced the hours required to manage our photo documentation by 20% or more. What used to be an awkward part of our process now runs smoothly. We use QuickBooks and Ultimate AppendIT on ten of our PCs."

From the owner on down, using the photo library is an important aspect of business at Canvas Designers. They looked at alternative software solutions and even tried developing their own. In the end they stayed with QuickBooks, which they've used since the late '90s, and they found and purchased Ultimate AppendIT Advanced version which is featured in the QuickBooks Marketplace. Mr. Janes continued: "What turned our heads are all the good qualities you'd expect from business software. Ultimate AppendIT meets our needs, it's easy to set up and learn, customer service is the best we've ever experienced (listens, understands our needs, straight answers, fast turnaround), and it's affordably priced."

Intuit's QuickBooks Marketplace gave Canvas Designers the vehicle to see and compare solutions. AppendIT stood out because of its ease of use, price, and simplicity which fits their desires to expand it as an internal product catalog. QuickBooks is a great match for the financial and bookkeeping needs of this marine canvas yachting accessories supplier. It provides the information organizing structure used throughout the business.

AppendIT handles the photo images used day in and day out to sell and document what they do.

How to make the two fit was obvious right from the start: Use the organization QuickBooks provides and the linking power of AppendIT to catalog and manage a different kind of important business information. In this case it's photo images.

AppendIT is as easy to set up as advertised. Mr. Janes, who oversees all IT systems at Canvas Designers, said: "We got nine PCs running in less than an hour. There was an odd situation with the Windows operating system on one of the machines and we got everything working after a couple of phone calls with the help desk. Learning to use AppendIT was easy too. The User Guide is complete and easy to understand. The program is tuned into the QuickBooks process and requires little 'training' per se. It's mostly intuitive." Another benefit to Canvas Designers is that AppendIT migrated right along with their upgrade to QuickBooks Enterprise 2007. No changes were required for AppendIT software or the links it makes to QuickBooks.

Business Benefits

Canvas Designers has always used photographic documentation throughout their business. They use photos to sell products and document each customer's projects. It's a natural and super effective way to operate. They used to have problems cataloging, filing and then finding the right photos when needed. They looked at various ways to solve their needs including developing software. They discovered AppendIT and it fit their situation nicely.

Canvas Designers progressed from manually coping with an ever growing number of photos to what is now a much more routine and smooth system. They estimate that significant time savings are being realized in handling the photos and managing the photo library. They call up pictures related to their products and customer projects wherever they need access to their business information. They have additional plans to use AppendIT's inventory links to create a more sophisticated internal product catalog.

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FOR MORE INFORMATION VISIT:

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www.dyve.com

Quick Books
www.quickbooks.com

Our product and QuickBooks Financial Software work together to help simplify your business management. QuickBooks 2006 Financial Software helps you get more done faster, with a new Home page, simplified Customer and Vendor Centers, and sophisticated business planning tools.

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