

# Fly Boys, Inc., Discovers TrueCommerce's Value as Part of Total Accounting/EDI Solution Package

## Objective

- Utilize the most cost-effective EDI system with QuickBooks® Enterprise Solutions software to handle projected company growth and stringent trading partner requirements.

## Solution

- Implement simple and affordable end-to-end EDI solution from TrueCommerce.

## Results/Benefits

- Eliminates the risk for costly mistakes with data mapping modules that work in conjunction with translation software to ensure that EDI transactions comply with each trading partner's specific formatting requirements.
- As the only EDI solution recommended for QuickBooks Enterprise Solutions, the TrueCommerce solution provides simple, painless and affordable functionality.
- Reduces total cost of ownership by 30% - 60% with free software, free customer support via the Internet and phone, free trading partner mapping updates, and no annual contracts, maintenance or hidden network fees.
- Free software package available to users of QuickBooks Enterprise Solutions 8.0 or higher, includes Transaction Manager™, Advance Ship Notice (ASN) module and one Electronic Partner Plug-in (EPP).

**“The TrueCommerce and QuickBooks Enterprise Solutions bundle offered everything we needed and they were more cost effective than other options.”**

Janie Brown  
Office Manager  
Fly Boys, Inc.

## BACKGROUND

**Company needed a robust accounting system and an automated EDI system to handle projected company growth and trading partner requirements.**

Houston-based Fly Boys, Inc., is a manufacturer of unique products for the aviation industry. They sell pilot gear and aircraft supplies to businesses in more than 70 countries and work with numerous trading partners, including the U.S. Government.

As sales began to soar, Fly Boys needed a more robust accounting system to keep pace with their projected company growth and a new EDI system that would automate their transaction processing and comply with their partners' EDI requirements.

## ADDRESSING THE ISSUES

**The combination of QuickBooks Enterprise Solutions and TrueCommerce's EDI solution provided the most cost-effective and comprehensive package.**

Fly Boys' Office Manager, Janie Brown, was spending one day a week manually posting purchase orders and invoices and needed a fully-automated accounting system. “We'd considered several accounting systems and were really impressed with the QuickBooks Enterprise Solutions package,” said Brown. “However, our previous EDI provider didn't have the mapping and other services we needed, or the ability to integrate with QuickBooks. So I was especially interested to learn that TrueCommerce's EDI software is already bundled with the QuickBooks Enterprise Solutions package, at no extra charge. I'd be getting an EDI solution that integrated with my accounting system, complied with our trading partners' requirements and was definitely affordable. Together, they offered everything we needed and they were more cost effective than other options. It was a good fit.”

Brown also noted that, given Fly Boys' limited IT staff, the automated EDI transaction processing and ongoing support combined with substantially less expensive transaction fees made TrueCommerce a much better value than alternative providers. “That'll be a huge savings for us,” she stated.

## BENEFITTING FROM THE RESULTS

**Lower costs, increased efficiency and a high level of satisfaction with ongoing customer support have helped justify the decision to implement TrueCommerce's EDI solution.**

Since TrueCommerce has integrated the Fly Boys' EDI solution, Brown now works with a much more efficient and less costly billing system. "I no longer have to enter data and my invoices are automatically imported into QuickBooks," she said. "This saves me at least six to eight hours of manual entry. It blows me away. In just a few minutes, I have my invoices ready to send to my trading partners."

Brown also noted her great satisfaction with TrueCommerce's ongoing support. "Their customer service is perfect," she added. "I can e-mail or call TrueCommerce and get my questions answered right away. They have always treated my requests as a priority. This allows me to concentrate on running the business more efficiently. In today's world, you don't often get customer service like that."

In the next few months Brown will be working with Fly Boys' primary vendor to establish a new product line, "which means we'll be doing this integration and mapping process again," she said. "But knowing that TrueCommerce will be there to support us and effortlessly take care of the process and make sure it all comes together throughout our system is a blessing. I'm sure it'll be painless."

"Overall," Brown summarized, "I found value, savings and excellent customer support with TrueCommerce's EDI solution."

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## We Make EDI Painless.

TrueCommerce provides everything small-to-mid tier companies need to fully implement EDI from one source.

Since 1995, our mission has been to make EDI painless by providing a comprehensive, end-to-end EDI solution that is easy to use, robust, and affordable.

TrueCommerce customers use our award-winning solution to exchange tens of millions of EDI transactions annually within a variety of industries including retail, banking, healthcare, and government.



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