Key Highlights

Industry
Sales

Challenge
Creating a unique application that would streamline purchasing efforts and enhance the inventory management system, therefore increasing the overall business efficiency.

Solution
MAPSYS custom-designed web application

Benefits
Streamlined the purchasing and sourcing process, and enhanced business efficiencies by providing the entire purchasing team with access to enter and retrieve real-time data

MAPSYS
SYSTEMS & SOLUTIONS

Customer Success Story
MAPSYS Streamlines Sourcing for American Signature

The Situation

For more than 60 years, American Signature™ has operated as one of the largest family-owned, private furniture companies in the world, offering quality furniture at low prices. American Signature has more than 130 stores in 18 states.

Prior to 2008, American Signature was using Excel-based spreadsheets to track sourcing and vendors. The spreadsheets were manually updated by one member of the sourcing team. As the company grew, the manual data entry system eventually became time consuming and costly to maintain. American Signature had up to six purchasers attempting to manage inventory, source products and track pricing at the same time. This made effective communication challenging with the Chinese office, a liaison put in place to monitor production and quality control of American Signature products in the Chinese factories.

The Solution

The MAPSYS team met with Kevin Johnson, IT Director of Application Development for American Signature, and his team to discuss their challenges and review their existing applications.

MAPSYS created a unique web application that enabled American Signature to maintain their primary RPG programming, but added a graphical interface and HTML coding. The enhancements modernized the system, made it more user-friendly and visually appealing.

Benefits

- Streamlined the purchasing and sourcing process and enhanced business efficiencies by providing the entire purchasing team with access to enter and retrieve real-time data
- Pushed the data to an internal Web site, providing the Chinese office with access to the same information as their U.S. counterparts, thus increasing overall business efficiency
- Provided the ability to marry up-to 99 photos per item
- Created a graphical view of the database

Results

In less than six months, MAPSYS designed, developed and implemented a new application for American Signature that has become an indispensable resource for the organization, relying on the information gathered and reported to make strategic business decisions. The application has streamlined the purchasing and sourcing process for the department and increased communications with its Chinese office.

"The team at MAPSYS brought solutions to our unique situation and delivered a product that exceeded our expectations" said Kevin Johnson. "MAPSYS's tireless, flexible and strategic approach to our project helped streamline our business efforts and enabled our purchasing department to function more efficiently for our company"