








-  Sell More
-  Lower Costs
-  Improve Customer Satisfaction
-  Reduce Errors
-  Get Paid Faster



integraERP User Since 2008  
Customer Since 1988

**integraSoft Product:**  
integraERP Accounting  
& Distribution

“Due to establishing inventory control practices we have improved inventory management resulting in greater customer satisfaction.”

“Upgrading to integraSuite streamlined our operations and allowed us to make better business decisions.”

– Tom Coryn, Vice President,  
Utility Equipment Company



## Utility Equipment Updates System to Utilize Inventory Management, allowing Branches to Focus on Sales

Utility Equipment Company • Bettendorf, IA • [www.utilityequipmentco.com](http://www.utilityequipmentco.com)

Utility Equipment is a distributor of water and waste water products. The company sells to municipal utilities and underground contractors. Established in 1962, Utility Equipment has six branches and is updating the business to operate more efficiently using available technology.

### WHAT WE NEEDED TO GROW OUR BUSINESS

- Transition from a character-based software system that was becoming obsolete and not user-friendly
- Link together all company locations with an online system to improve efficiencies, therefore reducing errors
- Increase the ability to service customers with precision and speed
- Implement a customized solution to specifically suit business needs with just the right functionality at the right price

### IMPROVED PROCESSES FOR BETTER RESULTS

- Improved inventory management by centralizing purchasing, resulting in increased completion rates on sales orders
- Enabled sales staff to focus more on selling, instead of inventory management
- Provided employees with an intuitive web based system that is user-friendly

### Why integraSoft?

“We have a great working relationship with the people at integraSoft. They are knowledgeable and very responsive. We are very impressed with the team. integraSoft understands our problems and meets our needs.

– Tom Coryn, Vice President