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a case study

Lights of America

fast facts

Lights of America

Locations  
1 (U.S.)

Annual Revenue  
\$125 million

Active SKUs  
450+

Sales Transactions  
82,000 sales orders in  
just over a year

Purchasing Transactions  
Approximately 2,500

IS Support Staff  
3

Purchasing Staff  
6

Previous Solutions  
MAPICS

Current Microsoft Dynamics NAV  
Users  
30

**Microsoft**  
**GOLD CERTIFIED**

*Partner*

**Western Computer**  
**805-581-5020**  
**www.WesternComputer.com**

## Using sophisticated reporting tools and managing EDI transactions.

Lights of America is the third largest light bulb distributor in the US. In their twenty plus years of operation, they have revolutionized the lighting industry by constantly introducing innovative products which outshine their competition. LOA's contributions to the lighting industry include the phenomenal breakthrough of the electronic ballast and replaceable bulb concept, for use in compact fluorescent to replace incandescent bulbs.

### The Situation.

With global suppliers and customers, Lights of America had no way of accurately reporting inventory levels. Their previous Enterprise Resource Planning (ERP) solution lacked flexibility and didn't give them the tools they needed to track landed costs for items they purchased from China. Finally, their inability to ship and forecast demand for large customers such as Wal Mart and Home Depot could potential hold back their growth.

### The Solution.

Western Computer built a Microsoft Dynamics NAV solution for Lights of America that gave the company Full Financials (General Ledger, Accounts Receivable, Accounts Payable, Bank Reconciliation, Budgets, Fixed Assets), Payroll, Human Resources, Supply Chain Management (Sales Order Processing, Purchase Order Processing, Inventory Control), Warehouse Management (Location Tracking, Bill of Materials, Production Orders), Agile Manufacturing, EDI, eShip, Material Requirements Planning (Capacity Planning, Demand Forecasting) and Customer Relationship Management (Contact Management, Opportunity Management).

### The Result.

Thanks to deploying a Microsoft Dynamics NAV solution built around their unique requirements, Lights of America now has in place:

- Sophisticated reporting tools that allow management to view inventory levels, warehouse and sales information easily and reliably.
- A much more flexible platform, which allows the company to design software around their unique business processes.
- With 90% of their business via EDI transactions, EDI and eShip solutions allows them to supply their customers with merchandise on time, based on market demand.



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### World Class Solutions

Microsoft Dynamics NAV  
Fusion NAV  
E-Commerce  
Bar Coding  
EDI  
Reporting

### World Class Service

Client First Philosophy  
Proven Methodology  
Solid Expertise  
Successful Track Record

### World Class Training

Lunch & Learn Free Demos  
Open Training Classes  
Customized Training

**Microsoft®**  
**GOLD CERTIFIED**

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about western computer

## Delivering world class solutions that help businesses grow for over 20 years.

Western Computer has been providing clients of every size with turnkey consulting, programming, installation and training on customized applications for ERP, CRM, supply chain management and business intelligence since 1987.

Headquartered in Oxnard, California, we are a Microsoft Gold Certified Partner with a staff of 50, including 15 full-time developers and a cadre of project managers, each with at least five years of experience. Our 160 customers encompass mid-range companies of \$50 million to \$250 million in sales, in the entertainment, manufacturing and distribution channels, as well as narrow vertical markets.

### Maximizing the benefits of your IT investment.

Our expertise lies not only in our knowledge of the latest technology available; but most importantly, how we can tailor hardware and software solutions to best meet the needs of your business.

To us this means servicing every need our customer may have to streamline processes, fuel productivity, deliver robust business intelligence, and connect employees, customers and partners across a global marketplace. We give you the most powerful tools available for successful growth and to maximize the benefits of your IT investment.

### Understanding your business needs.

Western Computer understands that a successful business demands timely financial reporting, accurate inventory levels, and instant access to receivables, orders and sales history to maximize communication, production and profits. The key to our implementation approach is our understanding of your needs and wants and our "client first" philosophy.

To see what a world class provider can mean to your business, schedule a free consultation today.