



Backyard Adventures Solves Inventory Puzzle

Fishbowl Inventory and QuickBooks make order entry, inventory control, and accounting seem like child's play for Backyard Adventure.

AT A GLANCE:



COMPANY: Backyard Adventures

LOCATION: Amarillo, TX

INDUSTRY: Manufacturing

BUSINESS CHALLENGE:

Distributors of Backyard Adventures play sets needed a handle on a large number of product configurations and parts, so they could quickly create custom work orders and ensure they had the right inventory levels. Backyard Adventures needed to receive product orders from distributors in a standard way that maximized shipping efficiency.

SOLUTION:

Fishbowl Inventory and QuickBooks Enterprise

RESULTS:

Together Fishbowl Inventory and QuickBooks allow Backyard Adventures to:

- Generate accurate, complete customized work orders, with parts and pricing enumerated, on the fly
- Give dealers oversight of their inventory in real time, even for multiple stores
- Let dealers use the accounting application they prefer: QuickBooks
- Provide a way for dealers to reorder inventory that's efficient for Backyard Adventures and flexible and cost-effective for dealers
- Save hours of data entry by importing an existing database
- Reduce time spent tracking down incomplete orders

“With Fishbowl Inventory and QuickBooks, we complete our customer jobs in less time with more accuracy. Our orders are complete and accurate, which saves everyone time.”

Chris Connors
Vice President of Specialty Sales & Marketing
Backyard Adventures



For parents and children with imagination, Backyard Adventures is the place to shop. This Amarillo, Texas-based company allows its customers to design customized play sets for their children. Customers can choose from any number of configurations to design the perfect “backyard adventure.”

Business Challenge

With so many design options available, Backyard Adventures needed a flexible, easy-to-use order entry system and a robust inventory control system. The company has 65 distributors nationwide, and this sales force needed an efficient means to order parts and maintain their inventory. One other requirement from the distributors was that the inventory application had to work with QuickBooks.

Both Backyard Adventures and its many distributors needed an accurate picture of inventory levels, which was made somewhat complicated by its sales system. Because the independent dealers and distributors worked with customers to design their play sets, they needed an order entry system that could accommodate customized parts lists.

Some distributors also needed to manage and track the parts inventories of multiple locations, and Backyard Adventures wanted a standardized way for dealers to place orders when their inventories ran low.

Solution Overview

Backyard Adventures turned to Fishbowl Inventory because of its integration with QuickBooks, and because its client/server architecture allows quick communications with remote users.

Fishbowl Inventory’s sales order module for Backyard Adventures lets a customer pick the basic play system they want, then the options for that system pop up in a list for the customer to choose from. As each selection is made, a new list is displayed, along with any additional costs, until the play set is completed, or “configured.” A work order is then automatically generated, and the items are assembled.

To streamline the reordering process, Fishbowl Inventory designed a reorder system that allows the user to set multiple “reorder/order-up-to” points in different units of measure and with the appropriate cost for that unit of measure. This option lets dealers see the

substantial savings they can realize in both time and money if they order by the pallet load instead of by individual piece.

Business Benefits

Fishbowl Inventory is easy to use and well liked by the dealers and distributors in Backyard Adventures' network. "In a year, Fishbowl Inventory has completely transformed inventory control in my company," says Chris Connors, Vice President of Specialty Sales and Marketing at Backyard Adventures. "It has several unique features that have helped make inventory control an easy process, including its unique configurator. The configurator makes it possible to customize a bill of materials ... and allows you to customize the finished good for each customer."

The distributors also appreciate being able to maintain the right level of inventory—neither tying up too much capital in parts nor running short and possibly losing sales. To make maintaining inventory easier for distributors, Fishbowl Inventory helps automate reordering with reorder thresholds and quantities. And the ability to manage inventory separately for multiple locations is a time-saver.

The combination of Fishbowl Inventory and QuickBooks eliminates hours of manual entry and it has made orders more accurate. "With Fishbowl Inventory and QuickBooks, we can complete our customer jobs in less time with more accuracy," says Connors. "Our orders are complete and accurate, which saves everyone time."

Through Fishbowl Inventory's Configuration Wizard, Fishbowl Inventory downloads all the customer, vendor, part and quantity information directly from QuickBooks. From that point forward Fishbowl Inventory handles all the sales orders, purchase orders, manufacturing, and inventory control. When the distributor or Backyard Adventures needs a change in the General Ledger, Fishbowl Inventory will write that information directly to the QuickBooks file. Fishbowl Inventory exports critical accounting data as inventory changes are made.

"Fishbowl Inventory mirrors all the logical steps in a business, from purchasing to sales to packing and shipping products, so it's easy to use," says Connors. "Fishbowl Inventory is a full-featured inventory control and sales package that my employees have been able to adopt in their daily routine without a lot of training."

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FOR MORE INFORMATION VISIT:

Eventronix Inc.

www.fishbowlinventory.com

QuickBooks

www.quickbooks.com

QuickBooks Solutions Marketplace

www.marketplace.intuit.com

Intuit Developer Network

www.developer.intuit.com

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