Customer:

Go Home Ltd.

Industry:

Vintage inspired home furnishings, giftware & accessories

Challenge:

Improving business processes for internal and external customers.

Solutions:

American Payment Solutions

RepZio

Starship

Results:

An improved bottom line with a streamlined Credit Card, TradeShow POS and Shipping process.

Go Home Ltd. becomes more effecient thanks to American Payment Solutions

"APS provided the best rates, next day funding and integration that had the same look and feel of Sage 100 ERP, exactly what Go Home was looking for."

Enhancing their Sage 100 ERP with Three Great Solutions

"*Our customers' expectation has changed over the last several years with the help of companies like Amazon. We enjoy our Sage 100 ERP solution, but from time to time we need to enhance and expand the functionality with 3rd party solutions*," stated Eric Esterkin, COO of Go Home Ltd. Go Home designs and imports unique home furnishing and accessories that make you excited to go home each and every day.

Integrating our Credit Card Processing with Sage 100 ERP

As Go Home continues to grow their portfolio of offerings and client base, they realized they need to differentiation themselves not just with their offerings, but the way they service their clients. "*During this process we realized that we needed to offer several different payment options to our clients,*" stated Eric. Go Home had been utilizing a credit card processor that provided them with competitive rates, but provide them no pathway to integrating their processing services into their Sage 100 ERP solution. The convenience was there for the Go Home customers, but as the credit card volume grew it became obvious that it was time to find better way to handle ever increasing manual task. In the Sage 100 ERP world there are several choices, but one solution quickly caught the attention of the Go Home team members. Eric stated that "*That their local reseller provided them a couple different choices, but in doing their research they realized that American Payment Solutions (APS) was the only processor willing to meet our requirements. APS provided the best rates, next day funding and integration that had the same look and feel of Sage 100 ERP exactly what Go Home was looking for.*"

About American Payment Solutions

American Payment Solutions was founded by a team of payment industry experts who realized the payment industry needed a big change.

Our team mission is to create highly robust, yet easy to use solutions for our clients. With our connections to many different industries, we have become the endorsed merchant solutions provider for many restaurant, hospitality, and software companies throughout the United States.

American Payment Solutions

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Ensuring PCI-Compliance with RepZio

Once again as the world changes the buyers change with it. Go Home needed to find a Tradeshow POS that would allow them a clear path to working with Sage 100 ERP to ensure PCI-Compliance. "*We need a solution that would tokenize the credit card data and hand off to Sage 100 and work with the APS credit card integration. RepZio provided us that ability along with new functionality that we can utilize for the foreseeable future. It is always nice to run one system instead of two,*" stated Eric. Today credit card data protection is one those things you do not win awards for doing, but not doing this correctly can be disaster for your company. RepZio and APS are working together to ensure that the customer can provide their credit card information at a tradeshow or if sales representatives is visiting the client in person, all the while knowing their company/personal credit card information is protected.

Improving Shipping with Starship

"*There is no doubt the most impactful integration we have done to Sage 100 ERP is Starship,*" stated Eric. The world prior to Starship was WorldShip by UPS, which was not integrated into Sage 100. Even though Worldship did improve the processing of the shipments going out the door. The solution did not integrate into Sage 100 ERP, which left a gap in improving the processing of orders and accuracy of each shipment. Once Starship was put into place the manual processes of the past quickly went away. The current members were able to handle four times the amount of orders and improved their order fulfillment accuracy to over 98 percent. "*The improvement did not just help our warehouse team, but our accounting team as well*," stated Eric.