

Axis Global Partners Puts Railhead Corporation's Accounting System Back on its Tracks

SUCCESS STORY

Industry:
Railroad Industry Supplier

Company:
Railhead Corporation
www.railheadcorp.com

Problem:
When Railhead experienced a computer crash they found themselves in need for an experienced solution partner they could trust.

Solution:
Axis stabilized Railhead Corporation's environment, re-deployed the software, and trained the Railhead team to better understand their solution.

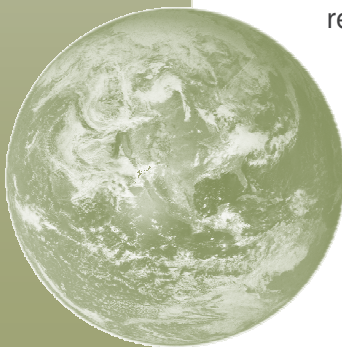
Results:
Streamlined processes, better reporting and a knowledgeable team have empowered Railhead Corporation to manage their growth, increase operational efficiency and decrease costs.

System:
Sage Accpac ERP

SageCRM
EDI

Wellspring
PrintBoss

Orchid
Process
Scheduler



Railhead Corporation is a solutions based organization operating three divisions specializing in Custom Mobile Video Surveillance, LED Safety Lights and Equipment, and High Quality Air Tools for the railroad industry. They work with distributors and manufacturers internationally to ensure the safety of the railroad yards and workers. Railhead Corporation is committed to providing their customers with excellent service and strives for excellence within every aspect of the company.

The Need for a Conductor

After finding themselves without a solution partner, Railhead Corporation began looking for a Sage Accpac ERP partner that could provide quality service as well as meet Railhead's own unique needs. Denise Hornof, Vice President of Operations for Railhead Corporation, recalls, "I needed to be able to work on my new computer because the previous one had crashed.

We already had Sage Accpac software; I just

needed it installed on my new workstation because I could not function without it."

Denise called Sage and asked for their suggestions for local solution partners. Denise says, "When I called Sage, Axis was their top recommendation after I told them what we were looking for and what we needed versus what we were previously experiencing."

Working on the "System's" Engine

Axis Global Partners immediately stabilized the environment at Railhead Corporation, saving substantial amounts of time, money and frustration. They not only installed Sage Accpac onto the new workstation, but they also re-deployed and properly configured software on all the workstations and the server including moving the data to a proper database for their growing needs.

Axis implemented a new printing program that streamlined forms for

all three divisions which reduced forms costs and development time while providing more flexibility.

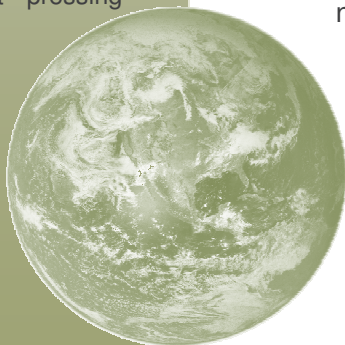
Axis also recommended the National Accounts module which gave



“Axis’ service, attention to detail, and commitment is wonderful. Their level of knowledge and responsiveness is excellent. I would recommend them above anybody else.”

Axis Global Partners is a team of certified business consultants serving small to mid-sized businesses throughout the United States, Canada, Latin America and the Caribbean. We improve our clients’ top and bottom lines with automation solutions that increase profits, decrease costs and pay for themselves in the shortest period of time possible.

Our company is led by industry experts specializing in business processes and solutions. We brainstorm all possible improvements to fit your business needs and close the gap between potential and actual performance. We inspire trust by taking responsibility, acting ethically and encouraging honest and open discussion while focusing on your most pressing challenges to deliver innovative and effective solutions.



Railhead the ability to access statistics and manage credit exposure for all members of each national account. This also allowed them to perform basic Accounts Receivable functions more efficiently.

Additionally, Axis Global Partners implemented a multi-currency module enabling Railhead to more effectively integrate with their overseas clients and vendors. Tony Chiodo, a founding partner at Axis Global Partners, remarks, “Railhead Corporation did not have multi-currency functionality even though they routinely transacted with international customers and vendors. The implementation of the multi-currency module eliminated the tedious manual currency translations and enabled them to automate this process.”

A Solution that Goes the Distance

Railhead Corporation continues to run efficiently due to the exceptional support of Axis Global Partners. Axis not only implemented new solutions, but they also empowered Railhead Corporation by training them properly on the system, its management, and its configuration.

Tony speaks to Axis’ business methodology, “Axis Global Partners has a different philosophy. We don’t believe that we are selling ‘our’ system; we believe it’s our clients’ system. There are no secrets. Our clients should be provided with everything they need in order to be autonomous. By training them how to leverage their technology, they are better equipped to find new revenue streams, increase operational efficiency and decrease costs. This allows them to become more agile, competitive and profitable, gaining the highest possible return on their software investment.”

Axis Global Partners goes above and beyond just providing essential software; they genuinely care about and listen to their customers’ needs. Denise Hornof praises, “Axis’ service, attention to detail, and commitment is wonderful. Their level of knowledge and responsiveness is excellent. I would recommend them above anybody else.”