



E.V.E. Litecom Switch on to ArrowSQL

Located in Melbourne's inner north, E.V.E. Litecom is a manufacturer, agent and distributor of lighting and electrical components, servicing the large electrical wholesalers such as Rexel.

Innovative business processes and efficiency is a high priority for the business according to E.V.E. Litecom's General Manager, Jonathan Martin. The fast turnaround of orders, effective stock control and sharing of customer/sale information are all critical to success.

"We have one person who is dedicated to customer service and over 3,000 stock items to order from. We outgrew MYOB very quickly, and needed a more robust system to handle our sales volumes. With Arrow, the sales call is over in seconds. The system is very efficient when locating products by stock code, processing orders and automating the paper flow – Arrow makes us 100% more efficient."

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ArrowSQL – as a database platform it is super fast and just very versatile, especially using Crystal Reports. The key difference between ArrowSQL and the Dataflex version is instant information. With SQL, the application "talks" directly to the database so any long search strings are completed in seconds instead of minutes."

In the 23 years that E.V.E. Litecom has been operating, the business has changed quite dramatically with technology acting as the key enabler for growth.

"We operate a Windows 2000 network with Arrow Financials and a VPN connection across terminal server for remote access via ADSL. We can share information so easily and have a very clear picture of every customer. There are 48 daily reports sitting on our Intranet – in seconds we can have a snapshot of outstanding orders, stock levels, sales measured by week, month, year – the variables are endless. Whether I am working from home, or from my desk it makes no difference – the information takes care of itself," explains Jonathan.

Stocktake is now also handled from a Palm, with the data automatically transferred to Arrow from a standard upload program.

"When we used to do stocktake the counting was the short part and the data entry the long part. Using our Palms and transferring the data straight into Arrow, we've reversed that – stocktake is just so easy now and 100% accurate."

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So how easy was the change over to ArrowSQL?

According to Jonathan, "The migration to ArrowSQL was a seamless one – the process for converting the data was faultless and took next to no time. We didn't need to re-key data and the new interface looks and works exactly like Visual Arrow so we didn't need to retrain our staff. We're about to implement Arrow 4.8 as the next step in our technology evolution and we're looking forward to exploring the new range of enhancements that comes with this version."

Talk to your Business Partner about the many benefits of ArrowSQL or logon to the Arrow website for more information.

Some of the other features of Arrow SQL...

- No more date re-indexing, SQL does it automatically
- Greater reliability – the SQL platform provides a more robust environment
- Improved access to data – to and from other applications
- Faster access to your database (no ODBC connections are needed)
- Reporting products such as Crystal Reports and Excel run much faster
- Extended General Ledger module comes free of charge with ArrowSQL



More about Arrow

From financials through to e-business, Arrow is setting new directions.

The shortest distance to the right solution is always a straight line. At Arrow we have focused on the sharp end of your business.

Since our establishment in 1989, our core business of Arrow Financials has diversified to include a complementary suite of clever e-solutions. Arrow Financials provides fully functional business software that integrates into every facet of your business in real time. Modular, flexible and powerful. Feature-rich and user friendly. And now on a dynamic SQL platform for true scalability.

Arrow Financials puts you in control of your business, providing timely and accurate information at your fingertips. Arrow Financials includes a wide range of modules including: cashbook, debtors, creditors, job costing, sales orders and stock.



ArrowShop enables you to do business with your customers online and securely 24 hours a day with a simple click. They can view stock balances, place orders, check account balances, even pay their accounts... all in real-time, with information updated instantly in your Arrow Financials.

ArrowSAM provides a centralised sales and management tool for your executive sales and customer service teams to share invaluable information and data. The result? A better understanding of your customers and the ability to elevate their business potential.

We've got the world covered with offices in Australia, the United Kingdom and New Zealand, and our sights set on further expansion to all points of the globe.

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