

In Quest of Excellence Sauder's Quality Eggs



Empower Your Workforce

You Can Increase Profits Just Like The Egg Industry Leaders Do

Sauder's Proves Technology Saves Money for Egg Processors

Sauder's Quality Eggs was backed into a corner. They were about to lose their biggest customer unless they offered DEX digital uploads on delivery. When Sauder's found Quest Solution they found the answer to satisfying that customer. But Quest also showed them **money-in-the-bank** through **accounting efficiency** in their deliveries to *all* their customers.

Mobile Computing Made the Difference

Quest put rugged, inexpensive mobile computer workstations in the cabs of Sauder's company owned fleet of delivery vehicles. To make it all work, Quest software developers customized the code that put those computers in touch with the processing plant – no matter where they were on a route. Sauder's ERP System drove the in-cab computers. Those mobile, hand held units provided the DEX upload capability, and much more.

DEX, from Quest, Let Sauder's Accounts Receivable Lay a Golden Egg

Sure, Sauder's was pressured into considering technology by market forces.

Once they jumped in, though, the investment paid for itself in a few months and then began paying dividends:

- Short pays have dropped by 20%
- Skipped invoices have dropped by 90%
- Data entry costs have dropped by more than 90% as customers now do data entry themselves, via their E-Orders
- Time per stop has dropped by 15% while customer service time during the stop has actually increased
- Load accuracy on departure has increased due to streamlined supervision of loaders and fully legible manifests

Quest Makes Their Mobile 'Back End' Work with Any ERP 'Front End'

Sauder's Eggs I.T. Department was busy installing the new VerticalSoft Enterprise Resource Planning (ERP) system from Columbus IT when this new customer requirement came up. Before they could order a Mobile Computing System with DEX, they had to *know* that it would work with their new Enterprise software. **Quest Made it Happen.** In fact Quest can work with a Chilson's AgriSoft ERP front end just as well as it can with SAP, Oracle, or any other. **It's the staff of developers at Quest that makes the difference.**



 **QuestSolution**
Empower Your Workforce
800-242-7272
www.questsolution.com



Quest Means Savings

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dropped 20%

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Quest Solution

Quest Solution is a leading provider of handheld and wireless solutions, extending current IT infrastructure and applications to the mobile workforce. Customers in distribution, manufacturing, logistics and retail use Quest Solution to improve profits, increase efficiencies and manage inventories. With over 1500 customers in North America, leading companies rely on Quest to get more out of their existing information systems affordably and on time. For more information contact Quest Solution today.

Service and Support Available

- Technical support
- Installation and setup
- Maintenance
- Application support
- Hardware support
- Migration from your current design

Look at Sauder's Potential Savings

Estimated Savings
Per \$1,000,000 of Gross Sales

	Sauder's Before	Sauder's After	Your Savings Here
Short Pays	\$ 80,000	\$64,000	
Skipped Invoices	\$ 50,000	\$ 5,000	
Data Entry*	\$ 90,000	\$ 7,200	
Loading Errors Lost Time/Sales	\$ 65,000	\$ 4,000	
TOTAL	\$285,000	\$80,200	

Savings: \$204,800

* Note: Data Entry = Burdened cost of 2 clerical staff

Let us show you what *your* savings will be!

Learn How Your Operation Can Save!

Quest Solution offers you a detailed Application Study of their technology integration and installation at Sauder's Quality Eggs. Just ask for it from your Quest Account Manager. The savings achieved by one egg processor in Pennsylvania can be duplicated by any farm in America.

Quest Solution is ready to do the analysis needed to give you a detailed proposal that will forecast your own return on investment.



P.O. Box 22736

Eugene, Oregon 97402

1-800-242-7272

www.questsolution.com



Call Quest Solution Today!

(800) 242-7272