TELECOMMUNICATIONS COMPANY SAVES TIME AND MONEY WITH AGILIRON

Versa Technology Case Study

THE CHALLENGE

Versa Technology is a telecommunications company founded in 1994 that sells PoE devices, Ethernet extenders, switches, media converters and DSLAMs. Their clients buy products from a number of channels including direct from their eCommerce site, direct calls, purchase orders and from Amazon. Most of their sales are business to business.

Before Agiliron, Versa Technology was using an in house platform to manage their sales, inventory and daily operations.

There were a number of challenges that came with this. Their in house program did not sync with their accounting software or other tools such as WooCommerce and Amazon. This meant that the sales team had to enter every order manually into the in house program. There was also no "live inventory" which became an issue as the company grew larger.

Agiliron recently had a Q&A session with Allison Teague from Versa Technologies. Hear from her as she describes the positive impact Agiliron has had on their business

> " Agiliron has helped our business operation become more efficient. With a single platform to manage all orders, we saved time by no longer having to enter every online or Amazon order manually. "

Why did you select Agiliron?

We first decided to update our accounting program to QuickBooks Online. We found Agiliron through the QBO site. After looking at multiple options we decided Agiliron would be the best fit for us. It was affordable, able to connect with our many 3rd party platforms, it looked easy to manage/user friendly, and after talking to Agiliron's sales team quick to set up (onboarding process).

AGILIRON™

How has the Agiliron Solution helped your business?

Agiliron has helped our business operation become more efficient. With a single platform to manage all orders, we saved time by no longer having to enter every online or Amazon order manually. Order accuracy also improved as there is less things being entered manually.

What do you see as the biggest value that Agiliron brings to your business?

The biggest value that Agiliron brings to our business is how it saves time, increases efficiency by no longer having to do everything manually.

What specific feature do you like most about Agiliron?

Features we like about the Agiliron system is the live inventory and how it pushes that to Amazon. We like the integration with our 2 WooCommerce sites, Amazon, QuickBooks and Shipstation. We like that we can contact support at any time and they respond pretty quickly.

How was your experience during the implementation and setup of Agiliron?

It was exciting to hear that the onboarding process was only going to take about a month. With 2 eCommerce stores, Amazon listings and a new QuickBooks account we thought it was going to be quite a task switching over systems. With constant help from the Agiliron team they made onboarding a breeze! After onboarding was finished, it took a while for our team to adjust (as any structure change is going to be hard in the beginning) but Agiliron was easily adaptable. We found a few things we needed to customize for our company and Agiliron was able to accommodate those changes.

Why would you recommend Agiliron?

We would recommend Agiliron because of its affordability for smaller businesses. It is also able to be tailored to the companies specific needs. We find that some of our suggestions get rolled into system updates which shows that Agiliron is willing to grow and improve.

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