



Stonefield Query for AccountMate is Very Refreshing

Company Name

Big Geyser

Established

1986

City

Maspeth, NY USA

Website

www.biggeyser.com

Contact

Deirdre Ewin

Title

Sales Administrator

Industry

Food and Beverage

Query Version

Stonefield Query for AccountMate

Dealer

Prism Visual Software Inc.

City

Port Washington, NY USA

Website

www.prismvs.com

Contact

Andrew Kuneth

Notable Quotes

"I love using Stonefield Query. It has given me the ability to create reports quickly and easily without needing an advanced technical background."

Deirdre Ewin

Big Geyser in the Spotlight

Big Geyser is a nonalcoholic beverage distributor located in Maspeth, New York. Established in 1986, they service a variety of clients in the food and beverage industry and are one of New York's largest independent beverage distributors.

Deirdre Ewin is the Sales Administrator with Big Geyser. In 2006, they decided to restructure their IT Department and purchased Stonefield Query for AccountMate enabling Deirdre to design and maintain reports on her own.

The Big Geyser Problem

Prior to the implementation of Stonefield Query, Big Geyser used Crystal Reports for all of their data mining and report writing needs. When they needed to create a new report or modify an existing one, they worked with the IT Department. This process was complicated and typically took several days to complete.

After the restructuring of the IT Department was complete, Deirdre learned how to modify existing reports and attempted to maintain reports on her own. When she would run a modified report, the document would come back incomplete. Deirdre or another employee would have to manually input the information. She did not have the advanced technical background required to be able to maintain the existing reports. As a result, Crystal was unable to show the sales history after month-end closing activities were completed.

The negative effects continued. Because of the extra paperwork employees had to work more overtime, they were not able to print out sales reports for clients or internal usage, and they had no way of tracking customer activity or product sales. This resulted in increased expenses and decreased revenue. Big Geyser needed an easy-to-use reporting solution that would allow Deirdre to easily create and edit reports.

The Stonefield Solution

Andrew Kuneth is a certified AccountMate consultant with Prism Visual Software Inc. After discussing the problems Big Geyser had with Crystal Reports, Andrew recommended Stonefield Query for AccountMate as the reporting solution.

Before Big Geyser purchased Stonefield Query, Deirdre downloaded the free thirty-day trial version of the software and watched the online Getting Started video. Working in her spare time it took about a week for Deirdre to learn the basics of Stonefield Query.

After they purchased the program, they frequently attend Stonefield's online training webinars and had Stonefield come to New York for onsite training.

The Result

The impact Stonefield Query has had on Big Geyser has been extremely positive. The overall workload has been reduced, employees no longer have to work unnecessary overtime, they can print reports, monitor customers or product sales and be proactive when servicing customers and planning sales activities. Deirdre uses Stonefield Query for AccountMate daily to create invoices, customer or product reports, monitor the performance of the company, and has worked in her spare time converting over the Crystal Reports.

"The key report for us is the flavor rankings," said Deirdre. "If a flavor is not selling, we need to discontinue it and Stonefield Query has really improved how we monitor product sales."

Big Geyser has used Stonefield Query for AccountMate since April 2006, and have recently upgraded to the latest version of the software.

"I love using Stonefield Query. It has given me the ability to create reports quickly and easily without needing an advanced technical background," said Deirdre.