



MANUFACTURING

SUCCESS STORY

90% Decrease in Inventory Counting Time

Podium, LLC, from Colorado Springs, manufactures air gun pellets in a machining and manufacturing environment. Their products are distributed among multiple brands and across markets for consumer use. They have been in business since 2014.

THE CHALLENGES



The company was previously using an older ERP system, which was neither flexible nor agile. Support wasn't U.S.-based and took too long to resolve their issues—if they could resolve them at all. Further, the data it exported was often inaccurate. The inadequacies in data turned into poor reporting that resulted in misguided key decisions.



In addition to their ERP, they were using tools for online web forms, surveys, mass emails, task lists, and customer management. Because these software applications were not synchronized, they were passing inaccurate data between systems. This meant Podium was spending too much time correcting incorrect data, let alone the added costs of multiple subscription-based services.



They needed a true all-in-one solution, something that could handle the functions of their disparate software applications and provide inventory control. In their words, they needed an ERP that could help them eliminate their subscription-based services and result in true data alignment.

THE SEARCH

Podium reviewed several all-in-one solutions, including Zoho. However, they were concerned about the quality and timeliness of the customer support they would receive. They were drawn to Striven's company background and long history of working with customers like themselves. Striven's U.S.-based support team was a key factor in their decision.



THE SOLUTION

When Podium made their decision, the Striven team went to work setting up their custom system. The most challenging part of onboarding was getting their data out of their old ERP. Contacts would export with first and last name combined, and that information had to be cleaned and parsed. Ultimately, importing it into Striven was a much easier process.

Throughout onboarding, Podium notes that the support they received was excellent. Being able to get on a call when they needed something and ask questions was incredibly helpful. The training videos provided by the Striven team also made learning the system much easier. Ultimately, Podium was up-and-running on Striven in 45 days.



THE SOLUTION

90%
reduction in inventory
counting time

15 hrs
in data management
per month saved

THE RESULTS

Podium, LLC is now using Striven for a completely integrated, all-in-one experience. They have functionality for lead generation, which converts their leads to accounts automatically. They have an improved process for inventory and production builds. Previously, they didn't know when they would run out of materials; now, they're able to order what they need in advance and have a well running supply chain.

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"Striven has allowed us to accurately manage inventory beginning with raw materials and ending with finished goods. The software allows for insightful reporting of key data including inventory, customer relations, sales trends and more. We've been able to eliminate subscription-based services and save data administration time and allocate funds to more meaningful line items. The team at Striven makes improvements and frankly, it just keeps getting better."

—Blake Egan, Managing Director

Create Your Own Success Story With Striven

Integrating accounting and inventory management software is essential for any modern business. Why stop there? See how Striven provides a completely coherent experience.