

JD Edwards and FastFax Give Wolff Brothers a Boost

At Wolff Brothers Supply in Medina, OH, the stand-alone manual fax machine was much like the electric typewriter - it was great in its day and could still perform the tasks for which it was designed. But in today's business environment, it was no longer practical. When the sheer logistics of managing the fax operation of the \$70 million electrical supplies distributor became too cumbersome, IS Director Michael Ioconis vowed to find a faster, more efficient way of getting the job done.



The solution for Wolff Brothers was the seamless integration of the J.D. Edwards distribution and financial software modules combined with Quadrant Software's FastFax product. Since Wolff Brothers uses this software for everything from accounts payable/receivable and general ledger to inventory management and sales order processing applications, it was imperative that the two innovative programs function perfectly together.

"We use the J.D. Edwards software to interface with FastFax whenever we want to fax an invoice or sales order," explains Ioconis. "We simply take a copy of the invoice, scan it and create an image file of

the document and upload it into FastFax. Then we print the invoice report, add a few lines of code at the top of the reports and send it to FastFax. FastFax strips the commands off of the top of the report, uses the data to control the transmission of our document and faxes it out."

Whether it's memos, invoices, purchase orders, order acknowledgements or quotes, the mundane chore of manually faxing documents is over for Wolff Brothers. Now faxes are sent instantly to any location around the world from the comfort and convenience of any desktop terminal.

FastFax even creates cover sheets. And for Ioconis in particular, FastFax gave him greater control over the management of company faxes by keeping meticulous records of all fax transmissions and receptions. With its built-in security features, FastFax also offers the capability of protecting the integrity of your data by preventing unauthorized personnel from accessing signature files and pre-stored electronic forms.

FastFax has proven so successful with the staff at Wolff Brothers that they have purchased and installed a second system. "We have 18 people using two FastFax processors right now, and we'll keep adding more," says Ioconis.

"That's the way it worked out with the first FastFax processor. People became so productive using it right at their desks for 'on the fly' faxing that we bought the second one to get our PO's out even faster. Once we had FastFax in-house, we

began sending purchase orders and invoices at a constant rate."

Although no formal cost analysis has been completed to determine how much time and money have been saved since Wolff Brothers first installed FastFax, Ioconis estimates that the company has slashed fax-related costs by 90%.

"To determine how much of a difference FastFax has made, all you have to do is estimate the time it takes our eight buyers to leave their desks, print three copies of a

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report and then wait around until the fax goes through," he indicates. "With FastFax, we can view the status of all our fax jobs on one easy-to-use screen, so we are able to readily keep tabs on all our transmissions. It's a great deal."

For Wolff Brothers Supply, the powerful combination of Quadrant Software's FastFax product and J.D. Edwards software systems has played a vital role in their efforts to boost efficiency and rein in costs. In fact, FastFax has been so successful in their purchasing department that it eliminated one of the stand-alone fax machines. Ioconis concludes, "We wound up sending it upstairs to another department. It hasn't even been missed."



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