



SWK PROVIDES A WELL-BLENDED SOLUTION FOR BELLAVANCE BEVERAGE COMPANY

CLIENT: **BELLAVANCE
BEVERAGE CO.**

“SWK was honest from the start with the quote all the way through the finish of the implementation. They intently listened to our needs along the way and created unique solutions to fit our business model. SWK was diligent to help us compile the most meaningful data solutions to run our business successfully. I’d recommend them to anyone searching for a reliable, trustworthy, and extremely knowledgeable software partner.”

Troy Kolden
Controller
Bellavance Beverage Co.

“I cannot speak more favorably of the service and partnership we receive from SWK. They are true experts at integrating so many moving pieces of a business into one streamlined, user-friendly system. Everyone from SWK really listened to us, created the best solution for us, and developed reports specifically tailored to our needs in the beverage distribution industry. We are in the middle of learning not one but two brand new systems, and the support we receive from SWK is priceless,” says Troy Kolden, Controller of Bellavance Beverage Co.

Bellavance Beverage Co., an Anheuser-Busch distributor, is a family-run business that emphasizes service and efficiency. Since 1902, the Bellavance family has served and distributed quality products throughout southern New Hampshire. Now under the leadership of fourth generation Bellavances, the team has a big business mentality with small business resources. This requires team members to wear multiple hats and demands that business software helps them achieve prime efficiency. “Just four team members run our office, but we provide a competitive service in our market,” says Kolden.

From before they could remember, Bellavance was using a beverage software system that included a financial package, but it was not user friendly. “For 30 years, we had one person handling our system. However, when she and her husband were transferred out of state, it left us having to dig deeper into our software,” says Kolden. “It did not take long for us to realize that we needed to make a change. The old system was antiquated and just plain hard to use. You practically needed to be a software programmer to use it. We needed something that all team members could understand and that gave us useful data to run our company.”

This sent Bellavance on a hunt for a new database management system.

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BREWING UP THE RIGHT ERP BLEND

“We were looking at several beverage distribution systems and decided to install Encompass. The only issue was that it did not come with a financial package,” says Kolden. “After a bit of research, we found a fantastic financial package within Sage 100 that could be integrated with Encompass and provided the financial reporting tools we were looking for. At this point I could have just called Sage to purchase the product, but because we were dealing with multiple products, I wanted to work with a partner that could help install, configure, and properly integrate both systems.”

Bellavance was referred to SWK by a trusted colleague and was immediately impressed with this team. “From our first conversation, there was no question that SWK knew Sage 100 and all that went with that package. It was their deep understanding of the beverage industry and our processes that really sealed the deal.”

A WELL-CRAFTED SYSTEM LEADS TO SUCCESS

The implementation was successful and under budget. “Because of the nature of our industry, we did not have the luxury of a lengthy implementation process. SWK created weekly, actionable items to propel us toward a timely and fully integrated implementation. SWK was able to flex to our timeline and was proactive to ensure we met the goal of a two month implementation,” praises Kolden.

The crux of a successful implementation for Bellavance was the input of three years of past data into Sage 100. “We knew we would get a more streamlined and meaningful reporting system, but for us, that data was useless without a historical comparison. SWK was great; they came up with creative solutions for our needs. With the seamless implementation provided by SWK, we’re making meaningful comparisons in business trends,” says Kolden.

“We have two powerful, tangible results moving forward from our partnership with Bellavance Beverage Co.,” says Jeff Roth, SWK’s CEO. “First, SWK now has a seamless business relationship with Encompass. Together we can provide an all-in-one solution for the beverage distribution industry. Secondly, SWK now has the expertise and winning solutions to best serve the beverage distribution and craft brewing industries. Now SWK successfully offers this product to four beverage distribution companies,” says Roth.

Kolden attests, “SWK was honest from the start with the quote all the way through the finish of the implementation. They intently listened

to our needs along the way and created unique solutions to fit our business model. SWK was diligent to help us compile the most meaningful data solutions to run our business successfully. I'd recommend them to anyone searching for a reliable, trustworthy, and extremely knowledgeable software partner."

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