

Case Study

Kanani Foods Places its Bet on Solid Route Accounting™

Kanani Foods, Inc., dba Sushi Bento headquartered in Las Vegas, NV, creates and markets flexible, cost effective, high quality Specialty Food Programs for wholesale and retail clients. With over 9 years of experience in the distribution business, Kanani Foods serves a wide array of Las Vegas' finest hotels, casinos, hospitals, institutions, catering companies and retail stores. Their product line includes fresh sushi, fresh fish and seafood, Sushi Bento Boxes, deli sandwiches and salads. With the expansion of their sushi line, Kanani Foods turned to Solid Route Accounting™ for QuickBooks® to minimize transaction errors during distribution and enhance their professional image portrayed to clients.

The Challenge

Matt Terlep, owner and general manager of Kanani Foods, was optimistic about his company's growth during the past year. The 8% increase in sales was a sure sign that the expansion of his sushi line was a rising success. However, even though business was booming, Matt noticed a 15% error rate in the sales transactions his route sales reps were handwriting. In addition, Matt calculated that an alarming 30 hours of administrative resources were being allocated to fixing transaction errors and reissuing the changes. Concerned for the professionalism and credibility of his company, Matt was determined to prevent his invoices from hindering Kanani Foods' reputation.

The Solution

Intent on preserving his company's prominence in the Las Vegas market, Matt sought out Solid Innovation® and implemented Solid Route Accounting™ for QuickBooks® in combination with the recommended Janam XP30 mobile handheld and Datamax-O'Neil 4te mobile printer. The new automated route accounting system allowed Matt to cut his administration by at least one hour a day, freeing up valuable time for catering functions, such as Kanani Foods' popular Sushi Party.

Results with Solid Route Accounting™

After great success with Solid Route Accounting™, Matt has expressed his appreciation for the new system: "I'm a bit of a control freak sometimes, and I tend to take on the responsibility of completing tasks myself so I know they're done right. Soon, it got to the point where the amount of work on my desk was so overwhelming that I lacked the motivation to get started on any of my projects. Now, with Solid Route Accounting™ I can delegate tasks to my employees because I know Solid's system is reliable and accurate. I am reassured my business operates in a professional manner, without having to do the work myself."

The functionality and durability of the route accounting hardware has delivered a number of benefits for Kanani Foods. The ability to print professional invoices has been the biggest highlight for Matt. With Solid Route Accounting™, Matt's invoices are equipped with legible transaction details, barcode numbers for invoice tracking, and a professional image that is reflective of the company's established reputation in Las Vegas. "The mobile printer and handheld have been great. I was surprised at how seamless the integration and synchronization has been. I'm very impressed with the Bluetooth technology and I'm glad I don't have to worry about cables anymore."

Solid's route accounting system has also benefitted Matt's route sales team. "My route sales reps are each saving at least a half hour everyday with Solid's system. My staff think it's great!" Matt explains. "I also appreciate the time and commitment Solid has shown me throughout my transition to the new system. I was exceptionally impressed with Solid's Client Services team and their ability to walk me through the implementation process and work through any concerns I came across."