

**“We were always down to the wire on the last day of the month. dynaMACS definitely reduced the amount of time we spend on month-end procedures. ”**

Debbie Logan  
Blazer Associates, Inc.



**Client Challenge**

With Blazer Associates Inc.'s previous software, the month-end procedure lasted into the night.

Compiling, printing and mailing reports, cutting checks, were at a standstill, waiting for month-end reports to generate. The agency would query reports the night before, hoping they would be done when the staff arrived the next morning – that is, if the printer hadn't jammed during the night.

**dynaMACS Solution**

With dynaMACS, time is now on her side, says Debbie Logan, Office Manager at Blazer Associates Inc.

Reporting takes seconds, not hours. A few clicks of the mouse and Logan selects which report she wants to run: all manufacturers represented by the agency, commission for each sales rep, sales this year versus last year; etc.

“Minutes later, I can be on to the next task, one step closer to finishing month-end,” she said, “instead of waiting for reports to build.”

The agency has up-to-date views of sales history for manufacturers, sales reps and customers. With a click of the mouse, they can view numbers for the agency as a whole, or an individual territory. One more click, and the reports are displayed as colorful 3D pie charts or bar graphs, ready for printing or use in presentations.

Agency Profile: <b>Blazer Associates Inc.</b>	
<b>Founded:</b>	<b>1980</b>
<b>Markets:</b>	<b>Office products, including supplies and furniture</b>
<b>Territories:</b>	<b>Southeast United States &amp; Puerto Rico</b>
<b>Associations:</b>	<b>OPRA, SHOPA, BPIA</b>
<b>With dynaMACS since:</b>	<b>2000</b>