

Problem Source North America's existing enterprise platforms and programs could not support the company's strategic plans to grow revenue through acquisition.

Legacy ERP Limitations Glen Corkill, President of Source North America had specific plans for growing the company. Corkill developed the company's long-term strategy to grow market share and revenue predicated largely on target acquisitions. With an aggressive growth plan, Corkill recognized that Source North America's legacy ERP system, PRISM, lacked what was needed to support his strategic plans.

SourceWare™ Solution In 2011, Corkill began working directly with Mike Klemp, CEO of Informmediate, to develop a change strategy for their legacy ERP system. Klemp presented SourceWare ERP as an alternative as it was developed specifically for wholesale distributors and contained the modules, functionality, and business processes required of Source North America's technology solution/partner.

Once Source North America selected SourceWare ERP system, Informmediate representatives established an implementation and data migration plan. The first step, the discovery phase, allowed for Informmediate to conduct a thorough gap analysis. From this analysis, Informmediate then constructed a deployment timeline with clear and specific project milestones.

The diligence exercised during these critical first steps proved essential to the success of the go-live process as well as the success of the overall project.

Source North America successfully launched the SourceWare ERP system on January 1, 2012. Since that time the company has acquired two companies with SourceWare enabling the successful integration of the acquired company's inventory and staff. In addition, Source North America has seamlessly expanded and/or relocated three warehouses with SourceWare playing a vital part in the transitions.

Source North America Corporation

www.sourcena.com

Industry: Fueling Equipment Solutions

Headquarters: Addison, IL



About Source North America

Source North America specializes in the sale of equipment, parts and materials for the construction and maintenance of gas stations, convenience stores, and petroleum and chemical handling facilities. Established in 1979, the company has expanded to its current capacity with more than 120,000 square feet of warehouse space across the United States including a central warehouse/distribution facility near their headquarters in suburban Chicago.

“As Source North America has grown over the last several years through two strategic acquisitions, having SourceWare as our ERP system allowed us to quickly integrate the data of acquired companies and bring our “new” employees up to speed on the new system. I’m really pleased with the SourceWare ERP platform; the program and Informmediate’s support and service have far exceeded our expectations.”

**Glen Corkill,
Source North America**

Key improvements to the Source North America's operations enabled by SourceWare include:

- Improved executive financial information
- Product delivery signature capture
- On-line credit card processing
- Access to the system using mobile devices
- Integrated B2B and B2C e-Commerce