



To whom it may concern,

Having previously had a nightmare of an experience trying to implement another warehouse management system, American Metalcraft, Inc. started over in the spring of 2016 to find a solution that fit. Our warehouse inefficiencies, inventory inaccuracies, and outdated processes could not keep up with our company growth. Adding employees and offering overtime were our only option to keep up with customer demand. After searching for a few months, we concluded that DATASCOPE would be the software to help us with our warehouse problems.

From the beginning, it was very clear that this implementation would be much different than the last. Structure, strict deadlines, and clear directions along with frequent, regular meetings made the whole process very successful. We finished the implementation in about a third of the time as the *attempt* with the previous company, and go-live weekend was almost a formality.

The first half-day of use was a bit chaotic, but DATASCOPE had multiple team members on site to help users remember their training and to guide them through their troubles. By the end of the week, we had surpassed our normal daily volume and we have only gotten more efficient since. To date, about ten employees have left and have not been replaced. Despite this, AMC continues to process more shipments than ever before.

Listing all the benefits we have gotten from DATASCOPE would take too much time, but some of the most notable are: inventory accuracy, system-managed order management (versus tribal knowledge, like before), employee performance statistics, more succinct and efficient processes, and a quick return on investment.

We have and will continue to recommend DATASCOPE to anyone thinking about a warehouse management system – not just for the software, but also for the support, care, and attention to detail by everyone at the company. Almost a year after implementation, we could not be more pleased from how everything turned out.

Thomas Jursich Jr.

A handwritten signature in blue ink that reads 'Thomas J. Jursich Jr.' with a stylized flourish at the end.

Director of IT