

# STARSHIP AUTOMATED SHIPPING FOR SAGE 100 ERP

## CUSTOMER TESTIMONIAL



### V TECHNOLOGIES, LLC

V-Technologies is a Sage Gold development partner specializing in integrated shipping software. Doing business since 1987, our StarShip products are used by thousands of companies to streamline shipping, boost efficiency in the warehouse, and integrate the shipping department to the front office.

### CONTACT US

10 McKee Place  
Cheshire, CT 06410

(800) 462-4016

[sales@vtechnologies.com](mailto:sales@vtechnologies.com)

## GROUP SALES, INC.

[Group Sales, Inc.](#) provides distribution and fulfillment services for a broad range of businesses. Not only are they one of the Nation's largest toy and gift distributors, the company is also the U.S. distributor for several manufacturers *and* provides fulfillment services for internet retailers. Depending on the time of year, Group Sales ships full truckloads and up to 2,500 ground packages per day.

### THE CHALLENGE

The company's outdated manual shipping and data entry methods took too much time and effort according to Jason Ernst, VP of Operations at Group Sales. "We were entering data into UPS WorldShip or FedEx Ship Manager, then copying and manually re-entering the data into our accounting system." When it came to customer inquiries, Group Sales only had a paper trail of documents printed from UPS or FedEx. "We had to scour the warehouse looking for physical shipping documents. It was a complete waste of time and you were lucky if you found it."

### THE SOLUTION

After taking a look at [StarShip](#), Group Sales became instant fans. "It wasn't just that StarShip integrated directly with UPS and FedEx, but it actually wrote the shipping data and tracking information back to our Sage 100 ERP system," says Ernst.

StarShip also met specific needs for the fulfillment side of the business. Ernst explains, "The customizable StarShip templates allows us to display our customer's name and branding on the shipping label and use their shipping account with FedEx or UPS. We're able to remain invisible in the transaction which is important as a private label fulfillment provider."

### THE RESULTS

Since the data moves seamlessly between StarShip and Sage 100 ERP, Group Sales is saving loads of time. "We've completely eliminated manual data transfers and can access electronic tracking information in either system - no more hunting for paper documents. Eliminating those steps **saves us 2 to 3 man hours per day.**"

There's more to StarShip than just better efficiency and order tracking, he says. "We can demonstrate to prospective customers that we have the proper systems in place. Our integrated shipping system is a selling point that **allows us to grow our customer base.**" Group Sales also opened up new opportunities by adding the US Postal Service module to StarShip. "We had a customer that wanted to use Priority Mail to save on freight and now we can offer that option to other customers."

"StarShip is adaptable, fits around our business process, saves us a bunch of time, and helps us grow our customer base," says Ernst.