

# Distribution Management Systems, Inc.

## Business Overview

For over 30 years, Distribution Management Systems, Inc. (DMSi) has been the leading business management solution for distributors of building material and forest products. Nearly 400 of North America's top lumber, millwork, roofing, siding, laminate, drywall, and other building product suppliers use DMSi software to efficiently manage daily activities in 1,500 distribution yards, shops, warehouses and offices.

## Challenges

DMSi and their clients faced a challenge with the growing amount of paperwork they produced and managed, including documents like Delivery Tickets, Purchase Orders, Vendor Invoices, etc. DMSi was looking to add additional functionality to their software that included the ability to capture and store paper documents. They wanted to have a central repository for their software users to view and access all documentation, from a single location with a single user name and login. DMSi did the research and creating a complete document management solution for their clients would take them out of their core competencies, so they looked for a partner who was an expert in Enterprise Content Management (ECM) solutions. One requirement was that the solution would have to be completely integrated into their software, so their users didn't have to manage separate platforms for documents.

DMSi promotes WorldView to customers as an ECM solution because of the tight integration with its software and the modularity, affordability and scalability. DMSi customers can scan and store their information into the WorldView solution and then access those documents from a button within the DMSi software. The partnership between WorldView and DMSi creates the perfect solution for DMSi clients. They get the benefit of a premier Enterprise Content Management solution that is fully integrated with DMSi, at an affordable, scalable price.

"We weren't looking for a scaled-back solution that had to be built up over time; we wanted a fully-functioning solution from day one. Some of our clients just need basic document storage and retrieval and some of our larger clients need the advanced modules that WorldView offers, such as Workflow, Version Control, and the Compliance and Risk Modules. With WorldView, DMSi can offer the complete, end-to-end ECM solution that our client's require, but they only pay for what they need," said Cal German, President of DMSi.

"Most companies that manufacture products are looking for electronic storage and retrieval for their documents and company data - for security, efficiency and disaster recovery reasons. The partnership with WorldView enables DMSi users to have full access to any type of documents, all from a click of a button. It's a great example of two industry leading experts partnering to offer the best of both worlds," said Tom Hassenstab, CEO of WorldView.



## Business Profile

Distribution and accounting software for the building products industry.

## Industry

ERP Software

## Geography

Corporate Office in Omaha, NE  
Sales in North America

## History

In business for 30+ years

## Solutions Implemented

ImageView  
COLDView  
DocPop

## Benefits

- Improved Customer Service
- Instant retrieval of customer information and documents
- 20% resource reduction in IT
- Automatic system back-ups
- Disaster recovery protection
- Integrated with database
- Lower total cost of ownership than with an in-house solution



**Solution**

In 2001, DMSi partnered with WorldView after analyzing the costs associated with developing an ECM solution in house. DMSi realized that its IT resources were better utilized by developing and enhancing their own ERP software, rather than developing a complete ECM solution. In 2008 WorldView and DMSi introduced a new basic POD solution that enables DMSi clients to store Proof of Delivery Tickets with barcodes, directly into the WorldView Solution.

“The introduction of the POD solution in 2008 helped to fill a need for many of the DMSi clients that are looking to move to electronic document storage. They can implement the POD solution at a very low cost for one document type, and then, when they are ready, it is easy to transition to the WorldView complete ECM solution,” said German. “It’s a great starting point for beginning the transition to a paperless business.”

**Summary**

DMSi has over 400 customers and if those customers are interested in an electronic document solution, they use WorldView. WorldView has a 96% customer retention rate and on their most recent customer survey, 100% of the customers that responded to the survey said they they would recommend WorldView to other DMSi clients.

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**Cal German,  
President of DMSi**

