



## **WARM Provides PIC Corporation Access to AccountMate Reports Over the Internet**

Our website tells a lot about the diversity of solutions and services we provide. But don't just take our word for it! Read how Figtree Consulting has put our WARM solution to work in PIC Corporation.

PIC, a manufacturer and supplier of insect and rodent control since 1953, develops, produces and sell dependable and innovative products for Flying Insect, Crawling Insect and Rodent Control. PIC distributes through major retailers worldwide.

In the past, PIC used manual shipping and receiving processes which involved a series of steps that held a potential for error and loss of data. The process did not provide effective controls.

Recognizing PIC's need for integrated software to provide accurate and timely information as well as faster and more efficient processing, Figtree stepped in and devised a solution to address these deficiencies.

Figtree modified AccountMate to closely fit PIC's business model. To optimize AccountMate's reporting capabilities, they implemented AppFinity Web Access Report Management system (WARM). With WARM, PIC now has access to AccountMate reports through the Internet. This provided PIC the flexibility to get real-time reports from any location. Figtree also integrated other solutions to strengthen the entire accounting system. WARM, complemented by these performance-tested solutions, contributed in PIC's significant gains in productivity.

Eric Rubel is more than pleased with this accomplishment: *"The solid integration of AccountMate, ACCU-DART, Redtail, and WARM has empowered PIC Corporation to reduce our staff by 40% at the same time that sales have significantly increased. WARM provides our sales reps real-time information with zero staff involvement."*

Eric Rubel  
Vice President, PIC Corporation

### **About AppFinity Software**

AppFinity Software Corporation (located in San Francisco, California) is dedicated to the design, implementation and support of e-commerce solutions that leverage existing technology investments and minimize ongoing IT costs. AppFinity solutions are fully customizable and can integrate with most existing commercial Web sites and today's most popular accounting software systems to deliver complete business solutions that enable companies to focus on their goals without exhausting precious resources on unnecessary IT expenditures. AppFinity is driven by a relentless quest to provide an extraordinary level of customer service that is peerless in today's

fast-paced, high-stress business environment. For more information, please visit AppFinity Software at [www.appfinity.com](http://www.appfinity.com).