GO ANYWHERE™
Director

Industry: After-Market for Undercarriage Parts

Company: Dayton Parts, LLC

Dayton Parts Simplifies Data Distribution with Automated File Transfer Product

As a manufacturer and distributor of thousands of parts for light and heavy-duty trucks, Dayton Parts' primary focus is on their customers. They know that sending personalized price sheets to their valued customers on a regular basis is good business. This detailed personal attention continues to produce new and loyal customers. As the customer base grew, the amount of effort to create and distribute the personalized price sheets began to affect productivity. Dayton Parts realized they needed to automate their file transfer process, so they started the search for an application that would streamline the distribution process.

Steering in a New Direction - Automating File Transfers

IBM i (iSeries) servers handle inventory and processing at Dayton Parts. However, converting the inventory lists and pricing information from DB2 into the required Excel spreadsheets is not a normal server function. Instead, staff manually extracted the data and pasted it into email, which required close to 100 hours from several staff members over a 6-day period.

Dayton Parts knew they had to improve the efficiency and speed of this critical process. In order to reduce staff time, they would need full automation of the data translation from DB2 to Excel and the distribution of the price sheets via email. Marketing and IT worked together to find a solution that would accomplish these goals.

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>
> Rusty Foust
> Project Manager, Dayton Parts

There were only a handful of solutions on the market that would install natively to IBM i (iSeries) servers. Most were complicated to use or didn't support the automation Dayton Parts required. Dayton Parts was excited to evaluate a browser-based, automated file transfer solution – GoAnywhere Director from Linoma Software.

A Smooth Ride - SQL Query and Excel Translation

Dayton Parts had seen a demonstration using the SQL query options and the data mapping options inside GoAnywhere Director, but were interested to see if it would work in their unique environment. The implementation went smoothly and through the GoAnywhere Director browser-interface, a process was developed that queried the database, performed the calculations, created the Excel file and attached one or more price sheets per email.

"Now with GoAnywhere Director the system can run the complete automated transfer process in just 3 hours, versus 6 days!" exclaimed Rusty Foust – Project Manager at Dayton Parts.

"We can also run a single ad-hoc customized price sheet at any time and it only takes a minute."

The time savings alone was instant gratification for Dayton Parts. The ease of use and functionality within Linoma's solution would more than meet their needs. GoAnywhere Director was a great fit as it ran natively on the IBM i, easily communicated with other platforms, required little user interaction, and performed very efficiently. Another key factor in their decision was the helpful support staff at Linoma Software who was able to quickly answer questions and provide assistance when needed.

Marketing Success

Distributing personalized price sheets to their customers is critical to Dayton Part's marketing strategy and overall success in the competitive after-market for undercarriage parts for light and heavy-duty trucks. Dayton Parts has a new advantage with the powerful automated processing and file transfers performed by GoAnywhere Director.

Looking back on the project that started earlier this year, Rusty Foust concludes, "GoAnywhere Director is intuitive, well documented, extremely versatile and well supported. It's a solid solution that dramatically improved and enhanced a critical process for us. It's hard to believe how we used to send out the personalized price sheets when GoAnywhere Director makes it look so simple."