



BITTT Enterprises, Inc.
A Success Story - Nadler Golf Car Sales, Inc.

Late in the year of 2000, Nadler Golf Car Sales, Inc. was still using an older accounting software package to handle its books. As it frequently happens with outdated software, the software company determined that they would no longer support the modules that were in use at Nadler. Karen Baumgartner, who is in charge of the Accounts Receivable/Payable at Nadler, needed to find something new that would handle the complexities of the company's accounting needs.

As a distributor of Club Car[®] golf carts and related utility and special use vehicles, Nadler not only purchases new carts from the manufacturer to sell or lease out as new, but they also lease and sell used carts. In addition, they offer the service and repair of all of the various golf cart models, new and used. Their accounting needs were very specific, and had to include the capability of tracking the sales and leases, both parts and vehicle inventories, as well as the time and material-type issues of providing service.

As Baumgartner researched what was available, she was referred to BITTT Enterprises, Inc. and the ACCPAC[®] accounting software package they represent. Over time, as she met with Tim Olson of BITTT, along with the representatives of three other systems she was considering, it became clear which choice would meet their needs the best: BITTT Enterprises, Inc. and ACCPAC[®].

Certainly cost was part of the decision-making process, but not the primary one. More important to Baumgartner was that in comparison, the ACCPAC[®] software seemed the most compatible with their old system and the easiest to use. Equally significant, however, was the fact that BITTT Enterprises, Inc. is a consulting firm consisting of two partners. Baumgartner liked the fact that they were small enough to be responsive when she called, and that she dealt with just one of two people when she needed technical support. She felt that this "technical support in context" is a definite advantage over dealing with large companies where you get a different support person each time you call, and who doesn't know your particular system and what's been done in the past.

Over time, BITTT Enterprises, Inc. with their ACCPAC[®] system, has proven to be an excellent choice. Not only does Olson have an accounting background that provides him with the necessary insight to know how to make the system function, but his partner, Tim Okrey, can customize the software modules to serve Nadler's specific needs. Their complementary skills are what enable them to provide both hardware and software support in whatever capacity is needed. In the words of Karen Baumgartner, they are "easy to work with, responsive, and always get the job done for me."