

Starting from scratch

Enzymedica is a fast growing, south Florida-based company that had difficulty gathering and formatting data needed for normal operations. Gathering data for functions such as calculating commissions was a time consuming and tedious task. Information necessary for management decision making was even more difficult to collect.



Recognizing the value of good information, company President, Tom Bohager, chose to install ClickBase even though his accounting system, BusinessVision, did not initially have a ClickBase template. Within 48 hours, ClickBase was able to provide the sales reporting that Tom needed to get a firm handle on his business.

After upgrading to a new accounting system, ACCPAC Pro, Tom continued to expand his use of ClickBase. The ClickBase installation was expanded to provide ClickBase clients to each of the company's regional sales managers. This was done using ClickBase's advanced security features so that each Regional Manager was only allowed to view her own region while upper management could view sales statistics for all regions, individually or combined.

The Company

Enzymedica offers the public the most effective enzyme products available.

The Location

Venice, Florida

The Project

ACCPAC Pro Series sales portal for regional sales managers



"We just love ClickBase," says Kim Barton, while monitoring sales statistics from a graph automatically created from an OLAP cube. "With ClickBase, I can generate reports in seconds that used to take me hours to do"

Kim Barron

Marketing Administrator

Kim Barton, the company's Marketing Administrator, uses ClickBase to easily calculate individual commissions and to monitor the amount of sample materials distributed to each sales rep. Kim has even used ClickBase to generate mailing lists and labels for direct customer communications.

Today, Tom can monitor his operations from one screen on his computer. At a glance, he can see daily sales, month-to-date sales and year-to-date sales as compared to the individual budgets. This information is displayed on three easy-to-view gauges.

Related resources

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