

**Company:**

Vital Partners

Industry:

Microsoft Gold Certified Solutions Partner

Z-Firm solution:

ShipRush SQL

Results:

- Automate customer's domestic and international shipping.
- Fast integration and easy set up at client site. Installed and set up ShipRush for three shipping carriers in one day.
- Vital Partners met its client's shipping needs quickly and cost effectively.

"The ability to automate international shipping was critical to the success of our project and the consequent efficiency of our client... We installed and set up ShipRush for three shipping carriers in just one day."

– David Hatfield, CEO,
Vital Partners

Get your free ShipRush SQL Demo:
www.ShipRush.com

Success Story: Vital Partners

Microsoft GP Reseller Gets Customer Shipping with ShipRush SQL

For more than a decade, Vital Partners of Tempe, Arizona has helped businesses work more productively by implementing, training and supporting Microsoft Dynamics GP (aka Great Plains). Dynamics GP acts as the hub of many manufacturing and distribution firms.

A Microsoft Gold Certified Solutions Partner, Vital Partners has earned the highest customer endorsement and passed Microsoft's toughest standards.

To help clients automate shipping, Vital Partners became a ShipRush reseller in 2006. In 2007, a Vital Partners client, a startup bike distribution company, needed a way to streamline its shipping with three major carriers: FedEx, UPS and DHL.

Vital Partners introduced its client to ShipRush, which connects seamlessly to Microsoft Dynamics GP to pull contact information for shipping. Out of the box, ShipRush supports Microsoft Dynamics GP for FedEx and UPS. International shipping was critical to the bike business.

Automated International Shipping with ShipRush

For automated shipping with not only FedEx and UPS, but also with DHL, Vital Partners turned to ShipRush SQL. ShipRush SQL ties shipping labels directly to any SQL database.

ShipRush SQL is easy to integrate, because it uses standard database queries written in standard SQL. Vital Partners developed the SQL queries, and configures ShipRush to use a regular ADO connection string to connect to SQL Server. The firm then customized the code to enable automatic sending of confirmation emails, with tracking numbers, to customers when their packages ship.

The bicycle business accesses all three of its shipping carriers to place new shipments and review shipping history via the ShipRush icon in the Windows System Tray. To process a UPS order, for example, the client simply clicks on the icon and selects UPS. ShipRush pops up on the screen with the customer's information automatically imported into ShipRush for UPS. With a connection to a scale, ShipRush also automatically reads the parcel weight. The client simply hits "Ship" and the label prints and is ready-to-go.

At the same time, ShipRush automatically logs a history of the shipment, with tracking number and all details, in the customer's record in Microsoft Dynamics GP.

A Smooth, Successful Client Project

The startup quickly experienced escalating sales volumes, making automated shipping essential to operating efficiently and profitably. With ShipRush, the client taps into customer information already in its database, eliminating the need to manually key in customer contact information into shipping carrier websites.

“The ability to automate international shipping was critical to the success of the project with our client,” said David Hatfield, CEO of Vital Partners. “The SQL queries work great. They’re really happy with it.”

Plus, Vital Partners was able to deliver a quick, cost-effective shipping solution. “We installed and set up ShipRush for all three carriers in a day,” Hatfield said. “Z-Firm has always been very helpful. We appreciate working with them.”

About Z-Firm LLC

ShipRush publisher Z-Firm makes parcel shipping integrated and easy. ShipRush brings large-firm automation to smaller firms, and allows warehouses to operate without needing six-digit shipping automation systems.

Founded in 1992, Z-Firm has been making parcel shipping software since 1998. Our solutions have the relevant authorizations and certifications from the shipping carriers (DHL, FedEx, UPS and the U.S. Post Office). Our out-of-box integrated software integrates with accounting, POS and CRM software from the major publishers (Intuit, Microsoft, and Sage).

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