



MOTOMART, INC

A PDI Success Story

Headquartered in Belleville, Illinois, and operating 70 MotoMart convenience stores in six states, Moto, Inc., is finding new ways to streamline operations with PDI/Enterprise. Gary Arnold, Moto's CFO, recalls: "We've been with PDI since the early 1990s with their store back office system, but using a third party general ledger. We looked closely at PDI/Enterprise and found it to be an excellent alternative for us in terms of cost savings and operational efficiency."

PDI/Enterprise is a business management solution that integrates systems, automates processes, streamlines operations, boosts productivity, and improves decision-making for a more profitable bottom line. Moto implemented the PDI/Enterprise Financial suite in 2005 and is finding that doing business electronically is the key to more efficient operations and continued success.

"Due to new technology, PDI/Enterprise has unique features that allow us to pay vendors electronically, automate reconciliations, and manage cash flow. Our goal is to take full advantage of the system."

— Gary Arnold, CFO

A family owned company in operation for over 50 years, Moto found that when they implemented PDI/Enterprise, they needed to revisit the job description of each individual in the accounting area and re-justify every manual process in place.

In many cases, they eliminated multiple steps and freed up personnel from repetitively re-keying data, giving them more time to spend on analysis and reconciliation. According to Arnold, doing business electronically with PDI/Financials has ultimately resulted in home office labor savings.

Moto has found the PDI/Financial suite to be much different than other systems they've used in the past. "The general ledger would seem to be fairly standard from system to system, but that's not the case with PDI/Enterprise," Arnold says. "Due to new technology, PDI/Enterprise has unique features that allow us to pay vendors electronically, automate reconciliations, and manage cash flow."

Arnold points to the business intelligence capabilities of PDI/Enterprise as one more way Moto is streamlining operations. "With PDI/Focal Point, PDI's business intelligence solution, managers and supervisors can take a closer look at what's selling, what's not selling and take advantage of alert functions that identify variances such as cash over/short and drive-offs. Alerts are transmitted immediately via email—a tremendous improvement over the month-old data we've had to work with in the past."

