

Southern California Material Handling Selects Equip-Soft

Equip-Soft, an IndustryBuilt company, announces that Southern California Material Handling (SCMH) has selected Equip-Soft powered by Microsoft Dynamics NAV to provide a dealer management system that will take their dealership to the next generation of customer service.

70 year old industry leader turns to Microsoft Dynamics NAV and Equip-Soft to help manage all business areas, including: finance, sales, rentals, parts, service and engineered systems.

"In our search for a new ERP system, we wanted a system that was leading edge, supported by a viable long-term supplier, with specific knowledge and experience in our industry. Equip-Soft, based on Microsoft Dynamics, fit the bill perfectly. It features high functionality allowing us to manage all the aspects of our complex business, in a user friendly manner." comments Tim Cleary, CEO of SCM^H.

Equip-Soft is a software solution designed for Equipment Dealers powered by Microsoft Dynamics. SCM^H will be implementing Equip-Soft for Dynamics NAV, Equip-Soft for Dynamics CRM, and Equip-Soft for Dynamics Mobile to automate all aspects of their dealership.

"By leveraging the integrated Microsoft stack of technologies (Dynamics NAV, Dynamics CRM and Dynamics Mobile) combined with the dealer-specific enhancements that Equip-Soft has made to these products, SCM^H will be able to remove costs out of their operations, without having to worry whether or not the technologies can work together. With the addition of Dynamics CRM and Dynamics Mobile to the Equip-Soft product line, the efficiencies between the sales/service operations with the traditional dealer back office operations are seamless. This is a great example of how Microsoft's commitment to new technology innovation is impacting real business needs" says Grant Skinner, VP of Equip-Soft

About Southern California Material Handling

For over 70 years, Southern California Material Handling (SCMH) has been a leading material handling supplier in the Los Angeles area. The company has grown from a basic equipment dealership to a full service, solutions-based

equip-soft

Material handling provider that offers analysis and product solutions that maximize productivity and cost efficiency based upon their customers' unique application and business needs.

Customer Win – SCM