



 **xTuple and Romey, Inc.**

EXECUTIVE SUMMARY

- QuickBooks was impeding growth.
- xTuple provided an integrated solution for Mac and Windows-based systems.
- xTuple was a perfect price, perfect fit.
- Powerful new software facilitated growth of the company.

Romey, Inc., is a beauty products distribution business with multiple facilities in Puerto Rico and the United States.

PROBLEMS:

Jared and Dustin Romey initially chose QuickBooks for Mac when their beauty supply distribution business began. However, they were quickly frustrated by the inaccessibility of their data. Their reporting requirements could not be met by QuickBooks. They were forced to create numerous spreadsheets to manage inventory and customer information data for which there was no place with QuickBooks. They needed better accounting software — and much more.

SOLUTIONS:

Romey, Inc., needed real Enterprise Resource Planning (ERP) software. They needed to combine multiple functions into one integrated database which would provide data accessibility across multiple disciplines within their company. They didn't want to spend tens of thousands of dollars, and they wanted something Mac-based that could also be used by the Windows-based systems at the company. Romey was interested in Free and Open Source Software (FOSS) which would cost much less and eliminate the Mac-Windows problem. They found xTuple.

RESULTS:

xTuple offered a complete ERP solution that addressed the business requirements of Inventory Management, Accounting and Customer Service—all in one database. Mac and Windows users alike could access the system. And xTuple's Free and Open Source Software version, PostBooks, fit nicely into Romey's budget. With no licensing fee, Romey, Inc., could spend their money on relevant add-ons and training and focus on growing their business.

BENEFITS FOR Romey, Inc. INCLUDE:

- xTuple's PostBooks addressed the company's financial and business management needs.
- Users can access Inventory Management, Accounting and Customer Service modules with one database.
- Both Mac and Windows users can utilize xTuple software.
- Low cost of xTuple has allowed for investment in other facets of the company in order to build distribution facilities in both Puerto Rico and Miami, Florida.