

A Winning Game:
KINONA Automates
Invoicing With Saltbox



KINÖNA®

About

KINONA's co-founders launched the golf apparel company in 2017 to make all women golfers feel welcome. With a name that means "shape" in Hawaiian, KINONA aims to uplift, regardless of women's golf swings, scores, or shapes.

The spirit of Aloha—love, peace, compassion, and a mutual understanding of respect—runs deep at KINONA. The company supports LPGA Girls Golf and participates in the LPGA Leadership Academy to help young girls gain the tools and confidence to "get after it".



The Quest “Fore” Invoicing Control

KINONA’s technology stack includes Sage Intacct, a cloud-native financial management solution, and NuORDER, a cloud-based order management system. The company’s third-party warehouse uses BlueBox, a proprietary warehouse management system (WMS).

Until recently, wholesale customer invoicing was done through BlueBox, even though “BlueBox’s core competencies are warehousing and logistics, not invoicing”, per Keith Heffernan, KINONA’s chief financial officer.

Keith explains, “We wanted to take the wholesale invoicing process over and beef it up. We wanted more control over the process”.

While KINONA sells its merchandise directly to consumers through its website, its wholesale business is significant. Clothing is sold at over 600 golf course shops, resorts, and boutiques.

Wholesale customer invoicing was manual with BlueBox. Once an order shipped, an employee would log into the WMS, create an invoice, download it as a PDF, attach it to an email, and send it to the customer.

KINONA wanted to eliminate its reliance on a third-party WMS for invoicing and automate invoice generation in Sage Intacct.

“We needed an intermediary to allow that process to happen”, Keith says. “We needed somebody to help us create an integration between Sage Intacct and our warehouse and Sage Intacct and our order management system”.



Vision33 Tees Up a Solution

Keith, having been involved with several software implementation and integration projects, was diligent in his research. He and his colleagues evaluated three partners but heeded the advice of the company's accounting firm.

"We work with the accounting firm on Sage Intacct", Keith says. "They help us with invoicing and financial statements. They had experience working with Vision33 and Saltbox, and that was their recommendation when we were looking for a different way to do our invoicing".

Vision33 is a multi-award-winning Sage Intacct partner and Sage Platinum Club member. Vision33's certified consultants know Sage Intacct inside and out and are committed to helping customers get more value from the software.

Saltbox, Vision33's exclusive cloud-based integration platform, was the answer to KINONA's integration needs.

Vision33 developed Saltbox to empower any company to integrate disconnected business systems and automate processes. By enabling customers to do more with their existing technology investments, the enterprise-class integration solution helps customers drive more value from them.

"The project with Vision33 went well", Keith says. "It was very structured. We did a good job of making sure we had all the right information and that the integration was working correctly and testing the system after the fact".





*“Invoices are automatically generated”, Keith says.
“We go into Sage Intacct, click a box, hit send, and the system sends an automated email to the customer with the invoice attached”.*

Automation Is Par for the Course

Now, through four workflows, Saltbox powers seamless connections between BlueBox and Sage Intacct and NuORDER and Sage Intacct—and all invoicing is done in Sage Intacct.

Saltbox pulls shipping and billing information, quantities, SKUs, pricing, and other pertinent order information from BlueBox and pushes it into Sage Intacct.

The BlueBox-Sage Intacct integration also allows KINONA to create summary statements with multiple invoices and email them to customers monthly.

Before Saltbox, KINONA's finance team downloaded aging reports from BlueBox into a spreadsheet. Now, Sage Intacct auto-generates an aging report at detailed and summary levels, saving time.

And because journal entries automatically post when an order leaves the warehouse, Keith sees real-time revenues versus waiting to create a sales spreadsheet at the end of each month.



A Hole in One

KINONA's Saltbox integrations make customer order details timelier and more accurate, enable the company to send invoices faster, save time, and eliminate human error.

When comparing the Saltbox project to past implementations, Keith says Vision33 was well organised, on time, and on budget.

"There were a lot of check-ins", Keith says. "The project management was strong. Everybody that supported the team from Vision33 was very knowledgeable and able to problem-solve in real-time, making the process painless".



Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox and iDocuments.

For more information about Vision33, visit www.vision33.co.uk

Contact your nearest Vision33 sales office to discuss how we can help transform your business.

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