

Getracan Feeling Young at 50 With Momentis' iOS Sales App

Getracan Inc. imports iconic brands like Rawlings, Elle, Burnside and Split, and at the same time operates a successful private label business. As Getracan gets ready to celebrate its 50th anniversary next year, we sat down with President and CEO Earl Green to discuss how Momentis is used to optimize his business.

A Momentis client for over 30 years, Getracan continues to take advantage of the latest tools it has to offer. Getracan relies on Momentis' ERP software suite to manage everything from style development, sourcing and warehouse management to sales order management, shipping, account management and reporting. Getracan recently implemented the Momentis iOS sales app, and Earl is thrilled what he sees, stating that "the iOS sales app has taken our business to the next level."

Earl has seen decreases in operating costs since rolling out the app, noting that "with salesmen entering orders from the road we save money because we have 1 less resource required to do order entry, and we also see far fewer mistakes."

Getracan views the linesheet creation tool as the most useful feature in the iOS sales app. "My customers love it" Earl said, adding that "we can instantly send custom linesheets to our customers. Before we would scan, photocopy and send, now it's so simple...anywhere I have my iPad I can create and send beautiful linesheets in seconds. It's just so easy."

Including the iOS app to their sales arsenal has been a big win for Getracan. Looking back on the impact since implementing it across his salesforce, Earl specified that "last year, while using the app, we had our best year in company history" and then added that "this year we are looking to perform even better".

Asked what he liked best about working with Momentis, Earl responded without hesitation: "To me the greatest strength of Momentis, aside from the software, is the customer service. We consider them almost like family. Everyone I deal with goes above and beyond the normal call of duty. They take pride and care and it shows. In this day and age, especially when it comes to software, you don't really see that."

Momentis values its client relationships and treats them like true partnerships. It is always thrilling to get such positive feedback, and we look forward to working with Getracan to ensure it is poised to overcome challenges and seize opportunities far into the future.