



The Right Chemistry

DCT Mobile Solutions software enhances American Chemical operation

Shane Langston, DCT Mobile Solutions president/founder, said history has shown his company does its best work with like-minded partners that emphasize outside-the-box thinking.

American Chemical Systems, a family-owned company based in Wichita, Kan., serving seven Midwest states from eight service centers in Kansas, Oklahoma and Missouri, is such a client.

“They’re a great customer,” Langston said. “Very successful, and they grow steadily through

innovation. Quite simply, they’re a very forward-thinking company, and those are the kind we’re most successful with.”

American Chemical Systems, founded in 1994, provides products and services to a diverse customer base, including food service, hospitality, schools, nursing homes, distribution and industry.

Offerings include institutional chemical products used for cleaning, sanitizing, disinfecting and maintaining commercial properties. The company

American Chemical Systems at a Glance:

- Family-owned institutional chemical company based in Wichita, Kansas, serving customers throughout the Midwest.
- ACS provides institutional chemical products for cleaning, sanitizing, disinfecting and maintaining commercial property.
- Company also leases, maintains and repairs commercial dish machines.
- Founded in 1994, ACS today has service centers in Kansas, Oklahoma and Missouri.
- ACS employs 25 full-time service and sales representatives who cover seven states.
- For more: www.americanchemicalsystems.com.

also leases commercial dish machines, computerized dispensing equipment and metered dispensing devices.

Though ACS has experienced significant growth since it was established, at one time it had accounts receivable issues due to an inefficient billing process.

Field employees filled out paperwork and then faxed information to the Wichita home office. The data was then keyed into the company's accounting system.

From there, invoices were sent to customers and the wait for payment continued.

The challenge ahead of them, American Chemical representatives said, was cutting time and costs from a slow and outdated billing cycle.

DCT entered the picture with answers.

The Kansas City, Mo.-based boutique software company outfitted American Chemical with handheld mobile computers programmed with its Scout Mobility software.

The devices enabled American Chemical staffers to upload sales and service data at the point of service and print an invoice onsite. The system trimmed weeks from the previously-problematic billing process and eliminated manual sales and service data processing.

The DCT devices and system allowed American Chemical field employees to be more efficient.

"With the Scout system, our time savings were substantial, at least 20 hours a week," American Chemical Founder Brad Wickham said. "Accuracy was also improved in our data keeping and we're doing much better with inventory control.

"Our employees will have real-time account information when visiting customers and we can track incoming invoices immediately, allowing us to manage where our people are supposed to be at all times."

Langston said American Chemical's implementation of Scout software was strategic, comes with limited expenses and has dramatically improved operations.

"They're doing extremely well," he said of American chemical. "They have next to no clerical staff. Their money is invested in their products and people in the field, where it should be.

"And, they're seeing a return on that investment. We're proud we could help. We like working with clients who say, 'OK, I'm going to do something different, I'm going to do something no one else is doing.'"

DCT Mobile Solutions At A Glance

- *Mobility Made Smarter. At DCT Mobile, there's nothing we enjoy more than helping businesses like yours unleash their full potential.*
- Founded: 1998
- Location: 116 West Third Street, Suite 102, Kansas City, MO 64105
- On the web: www.dctkc.com and www.facebook.com/DCTKC
- Phone: (816) 472-7226

From our founder:

"The one thing that does not change is our commitment to our core values and our desire to form truly meaningful partnerships with our customers, suppliers and our community. DCT Mobile is determined to provide a forward-thinking, nimble group of dedicated service professionals ready to say yes when our clients ask, 'Can you help me?'" — Shane Langston, DCT Mobile Solutions president

