The Detering Company Chooses Ponderosa to Help Grow its Operations

Founded in 1926, the Detering Company is a family owned and operated business that offers a unique product mix of brick, Isokern fireplaces, windows, exterior doors, interior doors, stair parts, and millwork to complete any new residential construction or remodeling project. Located in Houston, the company has an expansive showroom with a full complement of sample products to help its customers visualize their ideas. The mission of the Detering Company is to get it right and on time, every time. Their goal is to become its clients' best supplier.

A long-time user of a competitive business software package, the Detering Company realized that its expanding operations and data processing requirements required a more robust business solution. In addition, the company wanted to enhance its pricing and quotation capabilities. Without a change in this core business software, the company believed that it was jeopardizing customer communications and sales, impacting employee productivity and threatening to impede its continued growth.

The Detering Company evaluated a variety of software packages before selecting Computer Associates' (CAI) Ponderosa software last year. The companies immediately set out to first identify and then deploy a complete, fully integrated business software solution that would automate and improve many areas of the Detering Company's operations, including inventory, order processing, costing and pricing, product configuration, accounting and management reporting.

Carl Detering, president of the Detering Company said, "We are very pleased at our decision to implement the Ponderosa software and to have the opportunity to work with Computer Associates' experienced and conscientious staff of consultants, data processing professionals, project managers and developers. The commitment of the dedicated people at CAI, and their wealth of hands-on experience with the day-to-day challenges of a business like ours are extremely refreshing.   They worked closely with us to deploy a customized solution that continues to maximize the business value we derive from the Ponderosa software."

Custom Designed Business Software Boosts Productivity and Expands Profits

Long-term strategic planning has become increasingly crucial in the highly competitive, fast-paced building materials industry. To succeed, businesses need better and more accurate management information and on-demand access to customer, supplier and market data. Too many times, this valuable business information is locked up in discrete, unconnected software systems, making it difficult to leverage this data in day-to-day business decisions.

The Detering Company
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The Detering Company selected Ponderosa Enterprise Resource (ERP) software to increase efficiency in all aspects of their millwork operations, including order processing, quotations, inventory control, purchasing, production scheduling and manufacturing.

Carl Detering selected Ponderosa to help the company maintain its strong competitive edge in the Houston area millwork and building materials marketplace.

About Ponderosa

Ponderosa Enterprise Resource Planning (ERP) software is a fully integrated, Windows-based solution that automates Point of Sale, Product Configuration, Sales Order Processing, Purchasing, Manufacturing and Production Scheduling, Inventory Control, Warehouse Management, Installed Sales, Deliveries, Accounting, Business Intelligence (BI), e-Commerce and more.

Developed by CAI and continually enhanced and supported for more than 35 years with state-of-the-art technology and industry best practices, Ponderosa consolidates critical information—from all areas of the business—to provide the industry's most comprehensive LBM Business Management System.

The Ponderosa Enterprise Resource Planning (ERP) software was developed in conjunction with an advisory group of clients and experts within the building materials and millwork industries to provide critical business information—from all areas of the enterprise—and enable businesses to improve every facet of each job. From increased efficiency in order processing, quotations, and inventory control to automating purchasing, production scheduling and manufacturing, the Ponderosa software helps maximize the efficiency of every aspect of a company's operations.

"The Detering Company has stood for excellent product quality and professional service for more than 75 years, and their commitment to their customers is evident in everything they do," said Jim McCooey, president of Computer Associates. "We are very proud to have the opportunity to work with the Detering team to apply our Ponderosa to their unique business environment and to continue to develop leading edge software to help drive the continued growth of their business," McCooey said.

Detering added, "Selecting CAI's Ponderosa business software was a simple decision for our business. Only Ponderosa offered us the kind of functionality we needed to grow our business."

CAi SOFTWARE **Ponderosa**

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