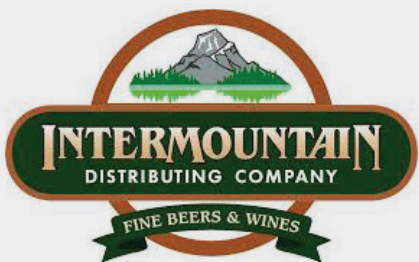


## CASE STUDY: Customization



eoStar is entirely scalable!”



### Location

New Castle, CO

### The Company

Founded in 1985, Intermountain Distributing brings a wide variety of products to customers or helps run your business. The issue was how to handle distribution of a variety of non-traditional products.

## Customizing the eoStar RAS to Meet Market Demands.

### The Challenge

Intermountain needed to apply a route accounting solution to a variety of products ranging from traditional beverages to snacks and supplies. They needed to accurately account for each product and the distribution of the product for routes and clients of various sizes.

eoStar’s initial intentions may not have been to deal with distributors like us, as our product portfolio is unconventional. Aside from beverages, we also handle the distribution of bar and restaurant supplies, juices, candy, snacks, liquor store supplies, and janitorial supplies. We have found features of the program to be useful, that might not have been designed with our specific product line in mind (like leveraging FIFO computing for our cocktail limes). Rutherford has gone out of their way to accommodate the nature of our business.



eoStar has **gone out of their way to accommodate** the nature of our business.”

“eoStar is limitless. It’s versatile and customizable. And, if it doesn’t exist, we know we can always get the functionality or features we are looking for with a call to Rutherford. The software will help take us as far as we want to go.



eoStar is **limitless**. It's **versatile** and **customizable**.

And, if it doesn't exist, we know we can always get the functionality or features we are looking for.”

“The support is outstanding! The staff at eoStar has empowered us to succeed and has helped us with any issues or concerns that arise. Whenever we need additional assistance, they are helpful and patient.”

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*“We recently acquired a smaller beverage distributorship in Denver. While, eoStar supports a multi-company scenario, we chose to create a new and separate business entity. Once the plan was in place, eoStar arrived ready to help us succeed. Even with the various speedbumps that we faced outside of eoStar’s involvement and their arrival for go-live (late equipment, internet connectivity, material shortages), the progress of the go-live wasn’t at all halted- training, device preparation and data conversion were handled professionally and promptly. In fact, after the initial prep work was completed on our end, eoStar was able to finish the implementation and get us up and running in only 4 weeks.”*

— Bob DuBois  
Operations Manager for Intermountain Distributing,  
on eoStar customization.



**eoStar**

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