



Erazor Bits

{ a method:CRM success story }



Overview

When Erazor Bits, a custom apparel company, wanted to expand their services to include drop shipping capabilities, they needed a cloud-based system to remotely manage orders, production, warehousing, and shipping.

Learn how Method:CRM helped Erazor Bits develop a system to manage a product list of over 5,000 items, while saving them over \$100k in salaries.

The Challenge

To take Erazor Bits to the next level, CEO Khalid Shehady expanded his custom apparel company's offering to include drop-shipping, giving customers the flexibility of having production, warehousing and distribution, all under one roof. To get there, order processing and shipping needed to be automated. Khalid was able to create simple macros to semi-automate the process on his own, but there was still a significant amount of manual work involved.

On top of integrating a totally new service into his company, he needed it to be completely cloud-based, as he and his family were moving from New Jersey to Aruba.

In order to fully automate the process and ensure he could manage the business from abroad, Khalid needed a sophisticated solution that could both import orders and export shipping labels. That's where Method's API and customization team came into play, creating tools to empower Khalid's business.

The Solution - Method:CRM

To create the custom solution that Erazor Bits needed to automated their drop-shipping offering, the problem - and solution - were broken down into 3 key components:

1. Order Entry

What previously took hours, now takes minutes. Hundreds of orders are processed near-instantaneously, gathered within a spreadsheet which is then imported into Method. From there, sales orders are created, shipping costs are calculated, and everything is synced with QuickBooks - all done automatically with Method, of course. Orders are organized based on whether they're heading for the warehouse or shipping boxes, then distributed accordingly.

2. Order Shipment and Invoicing

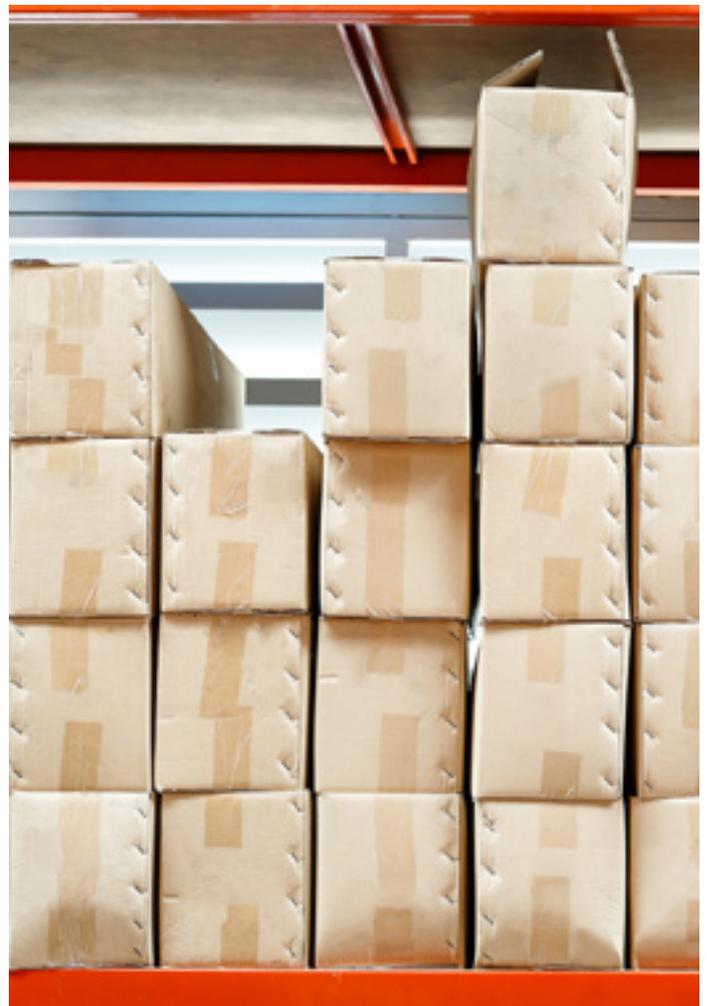
After the orders are sent through, it's time for shipping. And thanks to Method integrating with ShipStation, shipping is made simple as well. Erazor Bits is now able to access each of their warehouses remotely, and at the click of a button, packing slips and shipping labels are printed, and orders are shipped to their customers. This new process saves time and increasing efficiency for the warehouse floor staff, who now dedicate their time to getting products into their customers' hands.

With that same click of a button, invoices are automatically generated and sent directly to the customer. And of course, the information is all synced to QuickBooks.

3. Inventory Management

Perhaps best of all, Method's custom system for Erazor Bits updates and manages inventory after orders are processed and shipped. Khalid can pull a report that not only gives an update on remaining inventory, but goes the extra step to suggest how much should be re-ordered of each product, based on sales history and current stock levels.

The inventory management function can also be used to create POs and email vendors to reorder any products that need re-stocking.



Business Benefits

If there's one thing that all business owners wish they had more of, it's more hours in a day. And with Method, that's exactly what Khalid gets. The customized solution that Method created for Erazor Bits saves him five hours each day, which he now uses to develop other parts of the business.

Not only is Khalid using Method's cloud-based automation tools to grow his business, he's growing the product line that Erazor Bits offers, providing customers with more options for customized apparel and glassware.

About Erazor Bits

Headquartered in Barnegat, New Jersey, [Erazor Bits](#) designs and manufactures t-shirts, jackets, glassware and over 5,000 other products to both online and brick & mortar retailers across America.

CEO Khalid Shehady has always been hands-on with the business, and when he identified the opportunity to offer drop-shipping to his retailers, things changed significantly. By becoming the producer, warehouse, and distributor for their clients, Shehady's idea quickly blossomed into over one-third of their business, a number which is growing every day.

method:CRM

THE #1 RATED CRM BY QUICKBOOKS USERS

Try Method:CRM FREE for 30 days.
No Credit Card. No Contracts.

Try it FREE