

VISCO Software for Importers

# When is it Time to Move Away from Spreadsheets?

A VISCO White paper

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## When is it Time to Move Away from Spreadsheets?

When importers are first starting out, the most critical thing is selling product and getting it for a good price. When you are only moving a container or two a month, keeping track of your warehouse and/or in transit inventory is fairly simple. A few spreadsheets will do the trick and take very little set up time or training to get started. As long as the importer is using QuickBooks or a similar accounting application, these are generally all the tools that are required to operate.

As the importer begins to appreciate the importance of Gross Profit per shipment, they also begin to realize QuickBooks is not designed to keep track of costs at the shipment level so they supplement with a costing spreadsheet to keep track of costs for the shipment (Material, Duty, Ocean Freight, Inland Freight, Customs Broker Fees, Drayage, Warehousing Costs, etc.)

As transactions grow, it becomes more difficult to keep track of inventory using QuickBooks because QuickBooks is not designed to consider long lead times for inventory in transit or the fact that you may pay for inventory in transit or receive unpaid inventory. As a result, the importer begins a new spreadsheet with shipment information.

When tracking lots is important to importers, they will typically keep an inventory spreadsheet with lot level information as well.

There are several disadvantages to running the business through spreadsheets:

- Wasting time due to entering the same information over and over again into multiple systems
- Costly human error related to entering the same information over and over

- Lost time and revenue because employees are not sharing data through one central system
- Lack of reporting ability due to “Flat” non-relational data

This is typically referred to as the “Hodge Podge” method.

When you are experiencing any one of these symptoms, then it is time to consider moving beyond spreadsheets.

Fortunately, there are software applications designed for the import and distribution industry that can bring order to the chaos!

For more information visit:  
[www.viscosoftware.com](http://www.viscosoftware.com)

Or for a free demonstration:  
[.viscosoftware.com/secondary/contact.php](http://.viscosoftware.com/secondary/contact.php)