



JUST SNACKS

Healthy Snacks

Website: www.justsnacks.com.au

Location: Australia

Integrations: Woocommerce, DEAR API, Quickbooks

WITH DEAR, JUST SNACKS INTEGRATED QUALITY INVENTORY MANAGEMENT TO NAVIGATE SCALE, PROVIDE REPORTS, CREATE SIMPLE INVOICES, AND IMPROVE BACKEND EFFICIENCY.

THEIR STORY

Everyone loves a good snack. It is built into the DNA of all people.

It is exactly this universal appeal which has helped make Just Snacks one of the most endearing and savviness brands of its kind. The small company's focus on healthy snacks for dieting, working out, and simply enjoying has been a sure hit. The company uses a multitude of natural products to innovate and deliver snacks wholesale.

We got some excellent feedback from one of the leaders of Just Snacks, and ultimately ended up learning a lot about the process and how it has helped the small health business.





KEY CHALLENGES

- **Prompt** inventory software installation.
- **Inability** to set up different price levels.
- **Poor client invoicing.**

KEY SOLUTIONS

- The ability to assign **additional units of measure.**
- **Website integration.**
- **Removed the need** to manually enter information.

KEY RESULTS

- Took on more business with a **well-integrated additional units feature.**
- Saved **“a lot”** of time.
- Select price tiers for clients for **easy invoicing and payment.**

THE CHALLENGES

They lacked some key features of inventory management, like setting up different price levels, quantities, and re-orders.

One of the key challenges for Just Snacks was simple execution. How would the team integrate DEAR into their current infrastructure? Fortunately, it was all rather smooth. When we interviewed a leading Just Snacks member, the responses were incredibly positive. “I found your support very helpful and efficient. All my questions that I had have been resolved quickly and explained to me in a language that I could understand, not technical jargon.”

“Installation was very easy.”

Just Snacks was ready for the challenge of taking on this new software. When asked about the process of installation, Just Snacks responded warmly. “Everything is



well organised, whether it was either old or new interface. Or maybe because I got used to it, I am not sure as I use DEAR daily.”

This daily usage would be a main theme for the small company. Did they have any struggles early on? “Well, maybe in the beginning when new interface was implemented, I needed to spend a bit of time navigating though, but I don’t have to do it anymore.”

Overall, the team had a few concerns to overcome. Most notably, they lacked some key features of inventory management, like setting up different price levels, quantities, and re-orders. These challenges would be remedied immediately.



THE SOLUTIONS

“Ability to assign Additional Units of Measure, create sales, dropshipping function, stock transfers.”

Numerous solutions came into play for Just Snacks. When asked about which features were most helpful, the company had a hard time pinpointing just one or two. *“Integration with my website, integration with QBO, stock control, Purchase Orders, ability to set up different price levels, ability to set up quantities to be able to re-order items which saves me heaps of time.”*

There was hardly a pause. *“Ability to assign Additional Units of Measure, create sales, drop shipping function, stock transfers.”* All these features contributed greatly to the company’s success. When asked if there was one most important feature for day-to-day activity, Just Snacks replied with confidence. *“Integration with my website that allows stock control, and integration with QBO so I don’t have to manually enter information.”*



THE SOLUTIONS

Overall, it is clear that multiple features made a dramatic impact on Just Snacks' ability to provide for their dedicated customers. But there is another component at play, and that is reporting. The team were well-aware of this major tier of their backend management. The team even went ahead and highlighted a few reporting features which are imperative for their business growth. "Sales by Product Details to help with ordering, Trial Balance - to see how much inventory I have, Sales Profit summary..."

Reporting is an often underutilized feature of any business. Just Snacks managed to combine a wide assortment of modules with their reporting possibilities to make a huge impact on their inventory management.

THE RESULTS

The results were staggering. The ability to scale instantly became realized for Just Snacks. One feature seemed to help immensely in this area. “Additional units feature allowed us to take on more business, ...I can sell products in both boxes and units, without spending any time on manually managing boxes and units.”

The integration of another feature really helped provide results. “Also, the ability to set up prices for one of my big clients so when I create manual invoice for them, I can just select their price tier.”

We are always intrigued by the amount of time DEAR has saved a business, and the answer to this question was clear. “A lot! Not really sure how much as I never measured it. I couldn’t possibly run my business without DEAR Inventory!”

Could the team focus on other areas of the



business now that DEAR has been implemented?

“Yes, definitely!”

It was words to our ears.





IS MANUALLY MANAGING YOUR INVENTORY AND FULFILLMENT PREVENTING GROWTH?

Leverage the power of multi-module DEAR Inventory Management software to take your business to the next level. We keep the moving parts of your business all in one location, while automating time consuming tasks, whether you are in retail, wholesale, or manufacturing.

Visit www.dearsystems.com to begin a 14-day Free Trial.