

Summit Point upgrades finance and inventory management, saves money while scaling operations for growth

Summit Point provides diverse services to commercial and government customers through their large, state-of-the-art facility and has an inventory list unlike any other organization on the planet. Faced with outdated systems, a lack of integrated and accessible data, and costly outsourced accounting, they sought a solution that could unify their processes and help them manage their unique business more effectively.

Summit Point found that solution in Unanet. With its simplified, user-focused tools, Unanet helped this dynamic organization take control of their financial and operational management, setting a foundation for growth and efficiency.

Challenges

- **Bringing systems together:** Summit Point needed a unified platform to manage financials, inventory, and operations. The organization's legacy enterprise resource planning (ERP) provider was insufficient for its needs. "We were dissatisfied with our previous ERP provider that didn't listen," said Jane Usavage Johnson, Summit Point's Vice President of Finance. "We felt like a small fish in a big pond with them. We liked the idea of having a single connected solution for everything."
- **Stronger inventory management:** Summit Point's legacy system came up short in helping the organization manage its broad inventory list and fixed assets.
- **Rapid growth needs:** Spinning off into a standalone organization created gaps in systems and workflows.
- **Compliance pressures:** Preparing for CPSR certification and managing inventory for government contracts required precise and streamlined processes.
- **Manual workflows:** Reliance on manual data entry increased errors and consumed valuable time.
- **Improving visibility:** Leadership wanted real-time dashboards to make informed decisions.

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Jane Usavage Johnson
Vice President of Finance
Summit Point Training Facility

The Solution

Summit Point partnered with Unanet by implementing Unanet GovCon ERP and Asset Inventory and Manufacturing Management (AIM), leveraging its powerful features to overcome their challenges. Unanet offered a comprehensive solution that included:

- **Financial and operational unification:** A centralized general ledger capable for automating workflows and syncing with other business systems.
- **User-friendly Interface:** A system that didn't require "every employee to learn to be an accountant," just to enter time or expenses.
- **Inventory and Asset Manufacturing Management:** With Unanet AIM they could track stock meticulously, significantly reducing errors, overpayment, stockouts, and delays in contract delivery.
- **Automated processes:** Time and expense tools that minimized manual data entry, saving hours of work and eliminating redundancies.
- **Expert support:** Responsive and adaptive customer service guiding Summit Point through their implementation and customization process.

The Approach

- **Comprehensive training:** With hands-on guidance from Unanet's expert customer service team, transitioning employees could learn the tools with confidence.
- **Gradual transition:** Summit Point adopted a phased strategy that minimized disruptions, enabling them to steadily replace older systems while maintaining daily operations.
- **Seamless integration:** Unanet was customized to sync with Summit Point's unique environment, connecting the data from their various systems.
- **Prioritizing automation:** The team identified manual-heavy processes that could benefit the most from automation and adapted Unanet features to fit.
- **Tailored for mission goals:** Everything from procurement to asset tracking was carefully optimized to align with Summit Point's new business goals.



The Impact

- **Cost savings:** By bringing accounting processes in-house, the organization significantly reduced outsourcing expenses. “Before, nothing was accounted for,” said Johnson. “I can’t even quantify how much better and more efficient it is this year. There’s been an immeasurable cost savings of tracking all of our inventory.”
- **Enhanced procurement processes:** The addition of AIM streamlined procurement workflows, improved reporting accuracy, and identified critical errors in vendor charges, saving thousands of dollars.
- **Improved stock management:** Summit Point now tracks and manages stock like uniforms, tires, and fuel more effectively, reducing waste and theft. “AIM helps us manage our stock and huge inventory. It’s helped us save thousands of dollars right away on just one item.”
- **Streamlined operations:** Automation reduced manual errors and accelerated workflows, freeing staff to focus on strategy and planning.
- **Future-readiness:** With better data, compliance preparation, and automated processes in place, Summit Point is ready for rapid growth and more complex contracts.

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Summit Point Training Facility

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