

## Bellingham Underwriters

“If you have a vision for what you want, SAP Business One can provide it,”

Barbara Anderson, Chief Financial Officer, BUI.

### Customer Profile

Bellingham Underwriters (BUI) provides high quality and financially secure insurance products for business support vehicles. The company was founded in 1997 with a total of four employees and has since grown into a 21 employee workforce.

### The Challenge

BUI has complex accounting and reporting needs, so their day-to-day operations have always been centered around their accounting system. Unfortunately, this legacy system was unable to keep up with their growing business. Therefore, if BUI was going to continue to be successful, they needed an updated tool that would provide advanced accounting features and complete visibility into their business. With that in mind, they began their search for an integrated system with the scalability necessary to support their company's growth well into the future.

### The Solution

Due to the complexities of their business, BUI needed to determine exactly what functionality they required from their new system. BUI selected SAP Business One not only for the flexibility of the off the shelf solution, but also because of the level of customization that is possible.

Additionally, BUI chose SAP Business One for its seamless integration with Crystal Reports, a tool that they had been using to generate reports from various sources for 15 years.

SAP Business One has become an essential part of their day-to-day business in that it helps them create the ideal customer experience. Because BUI's solution includes company specific fields, their SAP Business One has the interface of a premium accounting software system fit for their unique business needs. They have the ability to tag and trace payments to create a better, more reliable customer experience.

With the help of SAP Business One's seamless integration with Crystal Reports, BUI can also run complete reports from multiple data sources with real-time information. This has allowed them to improve their quality of customer service as they can provide more accurate and updated information to their customers.

### Working with Vision33

As the largest SAP Business One reseller in North America, BUI had access to world class technical resources that provided them with support and guidance throughout the implementation process. “We had a very successful implementation. Vision33 was a huge help, providing me with the right balance of support and guidance throughout the entire process.”

### Company

Bellingham Underwriters, Inc. (BUI)  
Bellingham, Washington  
[www.bell-uw.com](http://www.bell-uw.com)

### Industry

Insurance for support vehicles  
Services: Trucking Insurance, Specialty Auto Insurance, Repair Services, Forest Product Policies, Business Auto Insurance, Workers Compensation  
Employees: 21

### ERP System

SAP Business One

### Summary

With the help of SAP Business One, BUI now:

- Has a premium accounting software to better support their customers
- Generates custom reports depending on their business needs
- Creates a more reliable customer experience by having complete visibility of payments
- Runs reports from multiple data sources to provide their customers with accurate, real-time information