

NEW SYSTEMS AND SUPPLIERS: IMPROVING PROFITABILITY AND EFFIEICENCY

A local municipality golf course looks to IUCG to help them improve POS and inventory systems, decrease costs associated with their pro shop, and address security needs.

Client's Challenge

- Outdated POS and inventory systems
- Expensive costs associated with current process for purchasing golf balls and beverages for the golf pro shop
- Lack of security system to keep employees accountable for sales and maintaining the safety of the course



IUCG's Solution

- Implement a cloud/SaaS system and connect this system to Munis, the municipality data accounting system
- Connect with potential beverage suppliers and _____ the lowest prices possible
- Implement a security system that was both cost effective and met their needs

Business Impact

- Analysis into cost savings will have a direct impact on the company's bottom line in the upcoming fiscal year
- Implementation of a security system will provide protection for the course and will ensure employee accountability

"I was extremely impressed with the students I worked with. They made solid recommendations related to merchandise procurement, point of sales systems, inventory management and security. I plan to include their recommendations in my FY18 capital request/presentation to the [Town] and will work to implement their input going forward."

-Barbara Bilz, Golf Course Assistant Director