

MID-STATES DISTRIBUTING COMPANY, INC.



The Client

MID-STATES Distributing Company is a buying cooperative that is currently comprised of 43 members and over 2,500 suppliers. It is a unique business model that facilitates central billing, domestic and international supplier relationships and distribution services for its members.

Pain Points & Challenges

- MID-STATES wanted to increase efficiency with daily accounting activities
- Members and suppliers were dissatisfied with existing website portals being too difficult and slow
- Corporate costs impact the co-op benefit to members and MID-STATES wanted to ensure they were operating internally at peak efficiency and effectivity

Pragmatek Solutions

- Conducted a Business Process Technology Alignment (BPTA) review
- Identified and prioritized major areas of improvement by ROI and user impact
- Reviewed the current technical architecture and mapped out the future approach
- Evaluated various software solutions for the construction of a new website
- Provided external project management for the website development

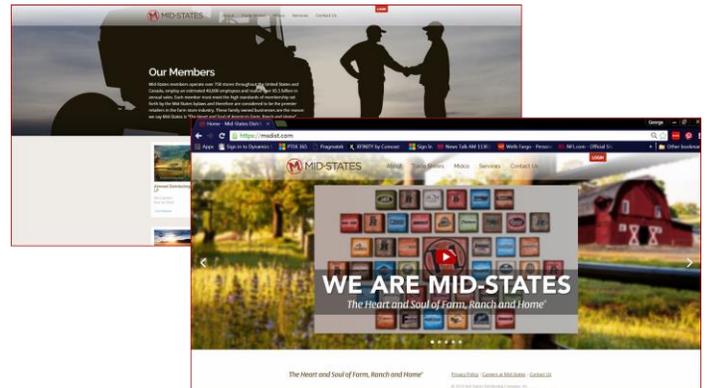
The Outcomes

MID-STATES Benefits

- Reduced accounting labor
- Improved website architecture resulting in system stability
- Increased member satisfaction

Member & Supplier Benefits

- New website with enhanced functionality
- Ease of use
- MUCH improved data entry



Key Users Are Saying

"I just completed my third webinar on your new site, and I just wanted to pass along that I think the new site is fantastic! It's easy to use, easy to understand, and it's nice not having to upload all those templates I used to have to do.

I am involved in a lot of sites for our various customers, and I give yours an A+. I'll send you a list of major corporations that could use a lesson on how to create a "user friendly" site ;)

-Susan Frieh; Inside Sales Coordinator