

CASE STUDY

Meggitt Training Systems Enjoys Reliable System and Breezes ATF Audit with Easy Bound Book Pro



The Company

Meggitt Training Systems

- Simulation Training
- Live Fire Training
- Striving for Performance Excellence
- Suwanee, GA

The Problem

Due to the high volume of acquisitions and dispositions, Meggitt needed an A&D book solution that was easier and more reliable than Access.

The Solution

The solution they chose was Easy Bound Book PRO™

The Results

This simplified their IT issues and made a quick, easy installation. Passed their ATF audit with flying colors and with a minimal time investment.

Meggitt Training Systems had been using an Access database to track their FFL records for 25 years. While the system worked, it wasn't ideal and did not include a reliable audit trail. With many hands in the system tracking dispositions and acquisitions; and downloads to Excel being the main form of reporting, the company was anxious for a better solution as their organization was expanding.

Meggitt delivers high-tech training solutions for the military, law enforcement and security forces. These solutions include realistic training devices, Blue Fire for small arms and Mortar Simulator. They needed the same advanced technology to replace their existing bound book record keeping system. Kathy Day, Director of Trade Compliance at Meggitt, found that solution while attending the 2016 Firearms Industry Compliance Conference.

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After meeting with vendors at the 2016 Firearms Industry Compliance Conference and talking to Ron Ketterling with Business Automation Specialists (BASM), developer of Easy Bound Book, I knew we found what we needed.

– Kathy Day, Director of Trade Compliance at Meggitt

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“After meeting with vendors and talking to Ron Ketterling with Business Automation Specialists (BASM), developer of Easy Bound Book, I knew we found what we needed.” Meggitt opted to go with Easy Bound Book's Pro version. Easy Bound Book Pro provides unparalleled control over bound book record keeping and related paperwork. Key features include mock audits to quickly eliminate book to inventory discrepancies. It also maintains

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As these issues popped up, BASM was wonderful in addressing them. Their customer service is awesome, and thanks to the changes they have implemented with the solution, it now fits our needs and more.

- Kathy Day, Director of Trade Compliance at Meggitt

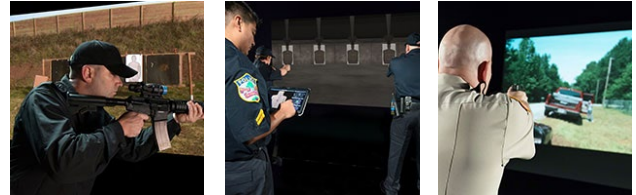
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shipping manifests, UPC, product barcodes, easy conversion of one firearm to another and more.

Meggitt opted to use BASM's hosting service for Easy Bound Book Pro. This simplified their IT issues and made a quick, easy installation. Ron and the team at BASM worked with Meggitt to move thousands of Access records into Easy Bound Book Pro. “Their team was exceptional in working with us, as we had internal issues that slowed things down for them,” recalled Kathy.

Because of Meggitt's complex and unusual business procedures (converting live firearms to electronic training firearms), there were functions that Easy Bound Book didn't handle out of the box. Kathy stated, “As these issues popped up, BASM was wonderful in addressing them. Their customer service is awesome, and thanks to the changes they have implemented with the solution, it now fits our needs and more.”

Meggitt uses Easy Bound Book to track the firearm as it moves through the conversion process. This simplifies



locating the firearm, especially during audits. Kathy continued, “We love the way Easy Bound Book works! We'd been using it for two years when we got notice of an ATF audit. We were able to use the mock audit feature to quickly reconcile over 2000 weapons and their related transactions. We discovered and corrected a few issues and passed our audit with flying colors and with a minimal time investment. Easy Bound Book and the team at BASM continue to be a great resource for us!”

Experience

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