



## COMPANY PROFILE

**CUSTOMER:**

Blue Mountain Water

**INDUSTRY:**

Bottled Water

**LOCATION:**

Trinidad and Tobago

**EMPLOYEES:**

96

**WEB SITE:**

[www.bluemountaintrinidad.com](http://www.bluemountaintrinidad.com)

**SYSTEM:**

Route Manager Advanced

## Blue Mountain Finds the Perfect Solution

Blue Mountain Water began its bottled water operation in 1997. They are a privately owned company with continuous drive to provide nothing but the highest quality water to the Caribbean. With recent expansions, and state of the art equipment, they strive to provide their customers with the best products and reliable service. As their market share grows, Blue Mountain delivers its products to all areas of Trinidad and Tobago and other locations in the Caribbean. They service both residential and commercial customers. With their retail packages, they service hundreds of stores in Trinidad.



### CHANGING BUSINESS

With 21 trucks out making deliveries every day, Blue Mountain is growing and the dynamics of their business operation are evolving. Manually handling invoices is not as easy as it once was, so they began to do some research for a system that would allow them to implement handheld computers. When Blue Mountain initially contacted ARS, they were interested in implementing a handheld solution that would connect with their current Peachtree Quantum System. The program also had to be within a reasonable price range. After several discussions with an ARS' sales representative, Blue Mountain decided that going with an entire RMAAdvanced package would be a much better fit.

### LIVE WITH RMA

On March 1st, 2008, Blue Mountain went live with RMA. Operations have made a complete turn

around and the improvements are tremendous. The drivers are running their routes with handheld computers daily. Paper invoices have been eliminated, and the system now accurately keeps track of equipment rentals and servicing. The office staff is still adjusting to the new system, but everyone is adapting well and quickly realizing the benefits.

### ARS SUPPORT

In the short time that Blue Mountain has been working with ARS, ARS has demonstrated tenacity and has put forth a very strong effort to ensure that their company was up and running smoothly in a just a couple of months. ARS' trainer worked 10-15 hour days while he was on site to ensure that everything was running smoothly before he left. Blue Mountain and ARS are now working as a team to fine tune Blue Mountains operations and they are running at their full potential!

**The Handheld Experts!**  
#1 in Route Delivery Software.