

# Magnum Shooting Center

## Firearms Retail Business Targets Compliance Success with Epicor FFL Compliance Manager Solution



### Company Facts

#### Overview

- ▶ Location—Colorado Springs, Colorado
- ▶ Industry—Sporting Goods
- ▶ Number of Locations—1
- ▶ Website—magnumshootingcenter.com

### Success Highlights

#### Challenges

- ▶ Easily maintain firearms compliance
- ▶ Integrate business operations from back office to point of sale

#### Solution

- ▶ Epicor Eagle N Series®
- ▶ Epicor FFL Compliance Manager™

#### Benefits

- ▶ Easily integrates with Epicor Eagle system
- ▶ Helps you ensure that federally required compliance information for selling firearms is entered correctly
- ▶ Supports compliance in an affordable, efficient, easy to use application



Magnum Shooting Center, founded in 2013, is a multifaceted firearms retail business that features state-of-the-art shooting lanes and a 4,000 square-foot retail shop that carries firearms, ammunition, sound suppressors, night vision equipment, and body armor, among other products. Additionally, the company has a training facility, full-service gunsmithing shop, and more.

### New cloud-based technology to streamline firearms compliance

Magnum Shooting Center has been updating their range to the most modern technology in firearm lane features, lighting, and environmental control. They also wanted to implement modern software technology for the most crucial facet of the business—firearms compliance. “We had been looking for new firearms compliance and management software, and we were thrilled to discover that the new Epicor FFL Compliance Manager software would easily integrate with our current Epicor system,” said Todd Lockburner, co-owner and general manager of Magnum Shooting Center.

“We didn’t want a point of sale system that we would outgrow in 10 to 12 months. We needed something that would grow with us, or that we could grow into. We also wanted to connect our point of sale system to our receiving of merchandise, our FFL compliance, and back office operations—streamlining all sides of the business,” said Lockburner.

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## A solution that helps protect business

The Epicor FFL Compliance Manager application was created in collaboration with trusted compliance experts. While the cloud-based application is an entirely self-contained solution, it is now seamlessly integrated with the Eagle N Series system. The combination of the two solutions gives firearm dealers a comprehensive end-to-end solution that can protect and optimize every part of their businesses.

Magnum Shooting Center now operates its 33,000 square foot business with integrated Epicor technology. “The comprehensive solution was a no-brainer for us. As a business that sells nearly 100 firearms on a busy day, the Epicor FFL Compliance Manager application with built-in internal controls is an extra safety net for us to help make sure all

the federally required compliance information for selling a firearm is completed correctly. It’s so easy to use that there is really no training needed, you can jump right in and start using it on day one. If you do need help, there is integrated guided assistance to steer you in the right direction. Epicor continues to deliver the technology tools that help facilitate business expansion,” said Lockburner.

## Simple to deploy and use

As a cloud-based solution, there are no software downloads or updates to install. “The implementation process of the Epicor Eagle N Series system and the Epicor FFL Compliance Manager application is easy. For any firearms business, compliance is your lifeline and inventory control is mandatory—without it you don’t have anything,” said Lockburner. “The integration of the two solutions will streamline our firearms compliance and provide improved inventory

management. On top of that, it is simple to use, and extremely affordable, which will make our business much more efficient.”

## About Epicor FFL Compliance Manager

Epicor FFL Compliance Manager software is designed to streamline transaction entry, reduce non-compliance risk, and quickly and easily generate the necessary reports for ATF inspections or inquiries. Ideal for entities of any size, the solution gives FFLs a comprehensive system to help the business stay compliant and serve customers more efficiently. The cloud-based solution can be easily integrated with the leading Epicor Eagle retail business management system. The combination of the two solutions gives firearm dealers a comprehensive end-to-end solution that can protect and optimize every aspect of your businesses.

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## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed to fit the precise needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers’ unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions dramatically improve performance and profitability while easing complexity so you can focus on growth. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).

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