

Frontier Justice

Retailer Steps Up Growth Plans With Epicor Retail and Epicor FFL Compliance Manager Solutions



Company Facts

Overview

- ▶ Location—Lee's Summit, Missouri
- ▶ Industry—Sporting Goods
- ▶ Number of Locations—2
- ▶ Website—www.frontier-justice.com

Success Highlights

Challenges

- ▶ Seamlessly manage growing firearms and retail business with efficient and easy-to-use technology

Solution

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

Benefits

- ▶ Allowed for easy control of the business with real-time information
- ▶ Initiated business growth
- ▶ Completely integrated POS and firearms A&D recordkeeping
- ▶ Accurately tracked firearms inventory for peak operations and ATF compliance
- ▶ Assisted in range management using real-time analytical information

Frontier Justice—the Midwest's premier firearms and retail destination—is a fast-growing, one-of-a-kind company that not only offers a next-generation firearms training facility, but also a unique retail experience that combines a hint of the west in an urban setting—with apparel, jewelry, and home furnishings. The business opened its flagship location in 2015 and a subsequent location in 2017.

Achieving goals of successful and rapid growth

Frontier Justice rolled out the Epicor Eagle N Series retail business management suite and Epicor FFL Compliance Manager application—designed in consultation with Orchid Advisors—to fulfill its goals for successful and rapid growth.

To stay ahead of targeted expansion plans, Frontier Justice implemented Eagle N Series software and the FFL Compliance Manager application to help enhance productivity, better control inventory, integrate ATF compliance, and improve buying decisions. "Moving to Epicor was the best decision this company has made," said Michael Brown, CEO, Frontier Justice. "The ability to manage and control our business with real-time information has been a game changer. Their responsiveness to our industry-specific issues has been incredible, and they have solved every challenge we have thrown at them. We wanted the ability to grow our business without being held back by technology, and we are confident that Epicor will be a great business partner for many years to come."

A solution to address unique business needs

"A solution provider that could work alongside us considering our unique industry needs was crucial," said Jason Wagner, COO, Frontier Justice. "An integration between our point of sale (POS) and firearms acquisition and disposition (A&D) recordkeeping was paramount in our

selection process. The Eagle N Series software and the FFL Compliance Manager application will provide us with the necessary integration, customizable reporting, and firearms inventory tracking for peak operations and ATF compliance—while helping us to eliminate manual processes.”

Time savings and transaction efficiency for ranges

Epicor Range Management is an automated solution with an intuitive, easy-to-use interface built specifically

for the management of gun ranges. The cloud-based tool—optimized for web-enabled mobile devices and tablets—offers real-time analytical information at a glance to assist in monitoring lane usage and berm extraction, and it offers employees and range officers a simple mobile solution to service more customers—anytime, anywhere.

“The Epicor Range Management system is user friendly and features easy-to-read descriptions for setting up ranges, bays and lanes, and training others on system capabilities,” explained Rebecca Davis, range check-in supervisor, Frontier Justice. “Limited pop-up windows make navigation a breeze

and actions are seamless from one to another. Easy-to-access buttons and shortcuts make transactions of all types efficient.”

“Also, registering a client to a lane can be done all in one screen and setting up a client for the waiting list uses the same layout as assigning a lane—making it much easier to understand. It has eliminated the need to write down rentals, times, or names—all while recording necessary transaction information. We are pleased with the time savings and transaction efficiency it offers our range,” Davis concluded.

About Orchid Advisors

Orchid Advisors helps firearms manufacturers, distributors, and retailers achieve compliance and operational excellence through education, technology, software, and consulting solutions that reduce risk, cut costs, and provide expert guidance to make our clients' businesses more successful and efficient. Orchid Advisors is the trusted firearms industry compliance and operations experts and endorsed by NSSF, the National Shooting Sports Association. For more information, visit www.orchidadvisors.com.

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.

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