

Magnum Shooting Center

Firearms Retailer Business Targets Success With Epicor FFL Compliance Manager



Company Facts

Overview

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



Success Highlights

Challenges

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

Solutions

- ▶ Epicor® Eagle® N Series®
- ▶ Epicor FFL Compliance Manager™
- ▶ Epicor Eagle Service and Repair for Gunsmithing

Benefits

- ▶ Compliance solution easily integrated with Epicor Eagle system
- ▶ Ensured federally required compliance information is entered correctly
- ▶ Affordable, efficient, and easy-to-use application

Founded in 2013, Magnum Shooting Center is a multifaceted firearms retail business featuring 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.

Cloud-based technology to streamline firearms compliance

Magnum Shooting Center has been updating their range to the most modern technology in firearm lane features—including lighting and environmental control—but 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,” explained Lockburner.

A solution that helps protect businesses

The Epicor FFL Compliance Manager application was created in collaboration with the firearm industry’s trusted compliance and operations experts at Orchid Advisors. 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 Epicor technology. "The integrated solution was a no-brainer for us," said Lockburner. "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."

Simple to deploy and use

As a cloud-based solution, there is no software to download or updates to install. "The implementation process of the Epicor Eagle N Series system and the Epicor FFL Compliance Manager application is easy," Lockburner explained. "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."

Effortlessly track gunsmithing

Utilizing the Epicor Eagle gunsmithing functionality ensures the Magnum Shooting Center is operating as efficiently as possible. "Through my experience running a gunsmithing business for nearly two decades, I have tried practically every software option available to track projects and bill for services," said Lockburner. "The Epicor Eagle Service and Repair solution integrated with Epicor FFL Compliance Manager finally gave me what I was looking for—the ability to process endless gunsmithing projects with multiple gunsmiths while keeping everyone on task. The software not only accomplishes this, but it also automates the recordkeeping for firearms compliance. This gives me the power to process the data and see where we need improvements to be more profitable."

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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