Hilltops IT Enhances Reporting Capabilities for Trisource Exhibits with Seamless QuoteWerks and QuickBooks Integration

Brighton, United Kingdom – March 2025 – Hilltops IT Consultancy Services is proud to announce the successful implementation of a custom integration solution for Trisource Exhibits, significantly enhancing their reporting capabilities and operational efficiency. This project underscores Hilltops IT's commitment to delivering tailored solutions that meet the unique needs of their clients.

Client Overview

Trisource Exhibits, a leading company in the exhibitions and events industry, sought to improve their data management and reporting processes by integrating their existing QuoteWerks and QuickBooks systems.

Project Objectives

The primary goal was to develop integration utilities that would:
- Import data from QuoteWerks and QuickBooks into a separate reporting database.
- Generate detailed commission reports for projects.
- Automate data refresh processes to ensure up-to-date reporting.

Key Achievements

- **Seamless Integration**: We developed powerful integration tools that enabled real-time product updates from SugarCRM to QuoteWerks and allowed easy import of customer and equipment details.
- **Automated Calculations**: We created a user-friendly wizard to guide Service Sales representatives through contract pricing, reducing the time to generate quotes by 50%.
- **Enhanced Accuracy**: Our automated calculations eliminated errors, ensuring consistent pricing across various contracts and regions.

Solution Design

Hilltops IT designed a comprehensive solution comprising several key components:
- **QuoteWerks Integration Utility**: Extracts data from QuoteWerks and refreshes it overnight.
- **QuickBooks Integration Utility**: Pulls data from QuickBooks and refreshes it overnight.
- **Commission Reconciliation Form Report**: Automatically refreshes data based on QuoteWerks document number(s) and provides detailed reporting.

Implementation and Results

The implementation process involved initial setup, customization, rigorous testing, and deployment. The solution delivered by Hilltops IT resulted in:
- Enhanced reporting capabilities with detailed, up-to-date commission reports.
- Improved efficiency through automated data refreshes, reducing manual data entry and minimizing errors.
- Flexibility to modify settings and generate additional reports as needed.

Testimonials

Dave Damalas, VP of Service & Operations at Trisource Exhibits, commented "*The integration solution provided by Hilltops IT has transformed our reporting capabilities. The automated data refreshes and detailed commission reports have significantly improved our operational efficiency.*"

Kate Foulkes, Accounting Manager at Trisource Exhibits, commented "*You have no idea how much time and brain space this will save, not to mention eliminating human error with all those entries. This case study is a great way to showcase this amazing product!*"

Stephen Siggs, Director of Hilltops IT Consultancy Services, commented, "*We are thrilled to have partnered with Trisource Exhibits on this project. Our integration solution has not only streamlined their reporting processes but also provided them with the flexibility to adapt to future needs. This project exemplifies our dedication to delivering customized solutions that drive operational efficiency and business growth.*"

About Hilltops IT Consultancy Services

Hilltops IT Consultancy Services is a leading provider of business software solutions, specializing in QuoteWerks and custom software development, system integration, plus providing training, consulting and support services. With a focus on delivering tailored solutions, Hilltops IT helps businesses enhance their operational efficiency and achieve their strategic goals.

Contact Information

For more information, please contact:
Name: Stephen Siggs
Title: Development Lead
Email: stephensiggs@hilltopsit.co.uk
Phone: +44 (0)1273 013695
Website: www.hilltopsit.co.uk & www.connectit-software.co.uk