



You know what they say - 'Everything's big in Texas!' This definitely applies to the largest sporting goods buying group in North America – Nation's Best Sports.

As a well-known institution in the sporting goods industry, and with a history that dates back to its establishment in 1956, NBS seeks nothing but the very best in everything.

That is why when they were looking to streamline their T&E expense reporting process, they chose Gorilla Expense.



50+

NUMBER OF EMPLOYEES



Microsoft
Dynamics GP

ACCOUNTING SYSTEM

THE PROBLEM

Bottlenecks & Delays in Expense Reporting Process

With over 300 members operating more than 800 retail sporting goods stores all over the United States and Canada, travel is an integral part of NBS's day-to-day operations with considerable spend on travel-related expenses. Seth Grossman, the VP of Finance at NBS, describes their business travel and expenses reporting as a manual system where reports go through various steps and personnel, often resulting in bottlenecks and delays.

In an effort to streamline and optimize the T&E expense reporting process, NBS selected Gorilla Expense, which supports the company's vision for efficient, automated and centralized workflows. Since choosing Gorilla Expense over its competitors, NBS has found a high adoption rate among its employees, which in turn translates to significant time and cost savings.

Gorilla Expense uses the latest technology to provide an automated system that meets NBS's requirements and integrates the expense data to Dynamics GP.

KEY BENEFITS



Centralization



Workflows



High User Adoption



Integration with GP



Ease of Use



Timely Approvals

THE SOLUTION

Taking Out the Guesswork and Maximizing Efficiency

The solution provides employees with multiple options to submit expense reports, such as mobile, web, email forwarding and credit card import.

Seth cites that what he likes most about the Gorilla Expense system is the direct posting to Dynamics GP, centralizing and simplifying the process. "Our old process of having three to four employees touch an expense report is replaced by the Gorilla system. It is a huge timesaver as only the employee entering the report and the approvers are involved in the process," adds Seth.

After its initial rollout, NBS employees were quick to adapt and everyone agrees that the process is easy and convenient. Seth especially notes that the mobile app makes the expense report submission super easy.

It has effectively removed frustrations for travelers and accounting personnel, something that T&E reporting is commonly associated with.

- NBS travelers have found it much easier to create their expense reports and even complete the process on the airplane.
- For Approving Managers, monitoring reports and receipts is much easier and approvals are done in a timely manner.
- The 'One-Click' Integration into GP eliminates accounting personnel's need to enter each report into GP manually, making reports accurate and consistent throughout.

Overall, NBS was able to switch to Gorilla Expense from its manual T&E system and derive substantial benefits in terms of cost and time savings.

Seth wholeheartedly recommends Gorilla Expense to other businesses, "Gorilla Expense is an easy, economical and effective tool for processing expense reports and I highly recommend it."



NBS does things in an efficient and cost effective manner. Gorilla Expense accomplishes both of these objectives. The economical pricing and robust integration with Dynamics GP were key factors to choose Gorilla Expense over Concur.



Seth Grossman
VP for Finance, NBS