

## **G.H. Berlin Oil, Hartford, CT**

G.H. Berlin Oil is an 80-year-old lubricant distribution company serving auto dealers, fleet owners and other large users of automotive and industrial lubricants in the region. The company was looking for a better way to handle the proof of receipt forms that its drivers drop off at field offices when it brought in Newington, CT-based Continental Computers and Consulting, Inc., for a Laserfiche demonstration.

"They loved the software but had a problem," says Continental's John McNickle. "Everyone was assuming that they'd have to install a scanner in each office or collect the documents at the central office for scanning so that the system would work.

"Working with their technology manager, the solution became obvious. We configured the fax board in their central office with [Laserfiche Snapshot](#) so that the faxes could be transmitted directly from the field offices into the Laserfiche database. Since the central office doesn't have a scanner either, the staff sends internal faxes when they want to put something in Laserfiche.

"To streamline the process even further, we asked them to add a barcode to their proof of receipt form. The new approach required absolutely no training in the field offices except that now they can destroy the paper once it has been faxed.

"The fax-to-Laserfiche alternative works really well for companies such as Berlin Oil, which is handling about 200 proof of receipt forms per day. If the number were significantly greater, it would become more economical to add the scanner."