

CUSTOMER SUCCESS



Elizabeth Eakins Rolls Out Rare Rugs With Sage MAS 200 for SQL Server

Some of the best things in life are extremely expensive. Consider the custom hand-made rugs produced by Elizabeth Eakins, featured in Martha Stewart Magazine. Bring in a sketch, swatch or design concept, and the artists at Eakins will work with expert craftsmen in Scotland, the Philippines, Belgium, Pakistan, or India to make a rug to your exact specifications. Some rugs can be delivered in weeks. Larger projects can take up to a year. And the price range varies too, depending on the complexity of the rug ordered. But it will be a masterpiece of indisputable value, and a unique statement of style for generations to come.

Pulling the Rug Out from Under the Old System

Elizabeth Eakins started small five years ago, and bookkeeping tasks were easily accomplished by a woman working part-time at home. But the business grew quickly. Soon it became necessary to hire both an accountant and a controller.

Similarly, the company needed a more robust accounting and financial reporting system than its previous entry-level package allowed. Every order was unique. A new system would have to handle standard accounting duties, yet also be flexible enough to track individualized inventory items.

Crafting the Perfect Solution

Georgia Lipane, IT Manager at Elizabeth Eakins, turned to her Sage Software solutions provider for advice, and discovered that Sage MAS 200 ERP for SQL Server could do everything she needed. Not surprisingly, it would be an unusual application. Billing and invoicing would still be performed in existing products. Then data would be extracted using a custom-written interface for delivery into a Microsoft SQL Server database.

“Sage MAS 200 for SQL Server was the only product that offered such complete functionality,” explains Lipane. “Both the controller and I had used products at previous companies, so we had great confidence that Sage MAS 200 would be user-friendly. We liked the fact that it was menu-driven. Also, we could see that with SQL compatibility it would handle our present volume plus much more in the future.”

Customer:

Elizabeth Eakins, Inc.

Industry:

Custom rug manufacturer

Location:

New York, New York

Number of Locations: Two

Number of Employees: 42

System:

Sage MAS 200

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Custom Office
- FAS Asset Accounting
- General Ledger
- Job Cost
- Purchase Order
- Visual Integrator

CHALLENGE

Replace entry level system with a robust system that is flexible enough to manage expanding accounting requirements and the complexities of custom rug inventory.

SOLUTION

Sage MAS 200 for SQL financial and distribution modules.

RESULTS

Smooth implementation; expansive functionality with room for growth; streamlined data flow between offices; remote access that keeps traveling managers in-the-know.

Scalability was essential. Elizabeth Eakin's cotton division had tripled in the last six years. The wool segment of the business had also grown by leaps and bounds. And with a multi-company consolidation in the works, balance sheets and income statements would have to incorporate complex information in an easy-to-understand format.

Implementation went smoothly. "Our resellers were super-wonderful," says Lipane. "They knew exactly how to fix the few issues that arose, such as needing more memory on our servers for other applications. And they gave us immediate attention to minimize any inconvenience during the transition."

Another important feature of the new system has been remote access. Staff in the New York headquarters can obtain information directly from the Connecticut office and vice versa. The accountant can work from home over the Internet.

"Our owners travel all over the world on business," Lipane says. "They need to stay up-to-date on operations and financial developments. With our new Sage MAS 200 system, they can be in touch whenever and wherever they like."

Overall, Sage MAS 200 has taken the rug out of accounting for rug manufacturer Elizabeth Eakins. "I'm really glad we made the change," Lipane comments. "My job is easier—and throughout the company we all sleep better at night."

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ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

