

## CUSTOMER SUCCESS



## Sage MAS 200 Grows on Landscape and Nursery Products Firm

During the past two decades, three interrelated companies have cultivated thriving landscape architecture and nursery supply enterprises in Northern New Jersey: landscape design firm Statile, and Todd, wholesalers L.P. Statile Inc. and Statile Nurseries Inc.

### Weeding Out the Old System

All three had been using a DOS platform accounting software application operating on a 486-compatible computer system. As the inventories of the wholesaling operations approached 4,000 line items, limitations in accounting and data retrieval capabilities began to surface. That realization prompted the search for a higher-powered accounting application to better accommodate the aggressive growth of the companies.

Brian Whitney, a veteran of numerous accounting system conversions, was hired as controller in 1996 and given the responsibility to direct the transition to a Microsoft Windows environment. "I've gone through a number of accounting system conversions in my career, and they have all been painful," he said. His objectives for the Statile and Todd companies were demanding: a seamless transition and superior performance.

### Everything Is Coming Up Roses

Whitney began a critical evaluation of accounting programs to operate on a system of five networked Pentium processor powered work stations running Windows. He was greatly impressed with Sage MAS 200 ERP. "Sage MAS 200 is known for its strengths in managing the accounting needs of light manufacturing and warehousing operations. But what really struck me in our evaluation was the speed of Sage MAS 200—in inventory reads and printouts to screen. It's phenomenal, the fastest I have ever seen," said Whitney. "In comparison with the other applications we tested, Sage MAS 200 for Windows is supercharged!"

But Sage MAS 200 emerged the winner not only for its speed, but also for its stability, its integration with other applications, and its intelligent design and architecture. He praises Sage MAS 200 for its sparse use of system resources, enabling full implementation of the multi-tasking capabilities of Windows. "Sage MAS 200 for Windows doesn't carry a penalty in the resources it requires," says Whitney. "Unlike other Windows accounting programs, Sage MAS 200 permits you to multi-task several programs simultaneously without a reduction in speed. It has a clean

#### Customer:

**Statile and Todd**

#### Industry:

Landscaping, nursery, and wholesale nursery products

#### Location

Springfield, New Jersey

**Number of Locations:** Three

**Number of Employees:** 74

#### System:

##### Sage MAS 200

- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports
- Custom Office
- Job Cost
- Business Alerts
- Fixed Assets
- Inventory Management
- Purchase Order
- Sales Order
- Payroll

### CHALLENGE

Transition from a limited DOS accounting system to a high powered Microsoft Windows solution that can manage extensive inventory and data to accommodate aggressive growth.

### SOLUTION

Sage MAS 200 financial and distribution modules.

### RESULTS

Smooth conversion; speedy multi-tasking; exceptional inventory functionality and reporting options; seamless data flow, import and analysis; can write to ASCII, Lotus, Excel and dBase files without exporters.

user interface and easy navigation, and its drill-down capabilities are superb. Instead of using lines of instruction to complete a task, Sage MAS 200 requires only a few keystrokes.

Whitney observes that the operating speed of an accounting system is related to the design of its data storage and retrieval mechanism. “The design architecture is critical for top performance. In that regard, Sage MAS 200 beats ‘em all.”

The Statile companies applaud the inventory tracking strengths of Sage MAS 200, reinforced by an Inventory Management module that provides built-in functionality and reporting options optimally suited to Statile and Todd’s needs. They found that the intuitive interface of Sage MAS 200 and its effortless integration with Microsoft Office software contributed to a smooth transition. “Our employees quickly discovered that if they could use Microsoft Word or Excel software, they could scoot around Sage MAS 200 easily,” said Whitney. He said the company routinely imports Sage MAS 200 data into other Windows applications to create different views of accounting data. “Sage MAS 200 gives us the ability to write to ASCII, Lotus, Excel, or dBase files without the need to buy exporters at additional cost. When I saw that, I had only one question: How soon can I get it?”

Within two months of purchasing Sage MAS 200, Statile and Todd went live with the application. “And we never looked back,” said Whitney. “It was the smoothest conversion I’ve ever been through. It was a first-class installation. Thanks to Sage Software and the expertise of our well-qualified reseller, we now have an application that has the power to handle our growth. We’re all very happy with Sage MAS 200.”

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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.

