Consolidated Transmission Gets Torque It Needs in Sage MAS 90

"Make one call and find it all." That's what Consolidated Transmission Parts tells customers around the world who need automatic and standard transmission parts (both new and used), or rebuilding services for standard shift transmissions.

"Most companies won't spend an hour tracking down something like a snap ring for an old 1952 Ford," says John Cimini, office manager. "But we will. We know that service is everything. And if we can do a good job finding something small, people remember—and they'll call us the next time they need something big."

Time to Trade Up

The service-based philosophy of Consolidated Transmission Parts (CTP) has definitely paid off. In just nine years, the company grew from 25 customers in its database to more than 1,500. In the process, it outgrew the Peachtree by Sage accounting software that had worked so well in the past.

Geraldine Chadwick, co-owner of CTP, began a search for replacement software. She spent several days with a computer consultant learning about Sage MAS 90. She liked what she saw in terms of robust reporting and scalability, and the sophisticated business perspective that Sage MAS 90 could offer. Also, she felt reassured that a smooth transition from Peachtree would be possible.

Sage MAS 90 Goes the Distance

The migration from Peachtree to Sage MAS 90 ERP took place over a weekend in the middle of the month. The old system was closed out Friday at 4:00 p.m., and by Monday morning the entire company was up and running on Sage MAS 90. Much of the credit goes to the consultant, a certified Peachtree to Sage MAS 90 Conversion Specialist, who used the power of the Peachtree Data Migrator, which is a migration tool from Sage Software.

Consolidated Transmission Parts had previously maintained its chart of accounts and general ledger using customer names only. The consultant assigned account numbers to more than 6,000 items con-taining two years worth of data. All were then transferred through the data migration tool, along with complete inventory quantities. To Chadwick's surprise, the conversion went like clockwork with no data corruption.

Customer:

Consolidated Transmission Parts, Inc.

Industry:

Transmission parts and rebuilder

Location:

Orlando, Florida

Number of Locations: Two

Number of Employees: 50

System:

Sage MAS 90

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Custom Office
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order

CHALLENGE

To make a smooth transition from an outgrown accounting software package to a scalable business management solution that offers robust reporting, strategic insights, and operational control.

SOLUTION

Sage MAS 90 financial and distribution applications.

RESULTS

More accurate inventory data and decreased overhead; strategic inventory management; diminished customer service inquiries.

Thanks to the new Sage MAS 90 system, Chadwick and Cimini now have up-to-the-minute information on inventory, which permits a more strategic approach to management. "We can pull up any part on the screen and know exactly how long it's been in our warehouse," says Cimini. "That makes it much easier to know when to reorder. Inventory aging reports now tell us when we have too much of a particular item in stock. These insights are essential in a business like ours, where dead inventory represents very real costs in storage, maintenance, and taxes."

Sage MAS 90 has proved to be easy-to-use as well. When a new salesperson comes on board, Cimini can teach them to generate a sales invoice in less than an hour.

Bottom-line benefits have been apparent from the new system. Because invoices are now much clearer and more detailed, customers call less frequently with queries, cutting down on telephone service time. The main financial improvement, however, has come from better inventory management, since accurate data translates quickly into decreased expenses.

"Sage MAS 90 is the most efficient and cost-effective software on the market for a business of our size and type," Cimini comments. "It does everything we need, and more. Best of all, we're confident that we won't have to replace our accounting system two years down the road, as Sage MAS 90 will grow with us even at current exponential rates."

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ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and midsized 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.

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