

ATR Serves Up Success For R & M Foods

A Sage MAS 90 Solution

Solutions Spotlight

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R & M Foods owns five restaurants across southern California. Four of these, called *The Whole Enchilada*, are energetic establishments serving fresh Mexican food with handmade tortillas. The fifth is Mills Restaurant, a family restaurant serving home-style foods. The company's owner, Ruben Villaivencio believes in giving his employees the tools and training to grow personally, while growing a profitable business.

The Chips Were Down

R & M Foods has used Sage MAS 90 for years, starting with just the Accounts Payable and General Ledger modules. As Lil Palmer, director of operations for R & M explains, Sage MAS 90 was simply a place to record financial transactions, "We really didn't understand what we had. Our reseller didn't have much more expertise than we did." As a result, Accounts Payable checks were typed on a manual typewriter, and spreadsheet files from each of the stores, containing daily sales and deposit data were hand entered into Sage MAS 90."

Food For Thought

A newly hired employee, with experience using Sage MAS 90, pointed out that many of the tasks they were performing manually could easily be automated. That

employee also recommended switching to Accounting Technology Resources, Inc. (ATR) for sales and support of Sage MAS 90. "ATR's approach was to take the time to get to know us, and then make solid recommendations about what changes we could make, and how they could help implement those changes."

The first step was to implement the **Bank Reconciliation** and **Visual Integrator** modules. By adding these two modules, R & M was able to eliminate hours of manual data entry.

The Bank Reconciliation module greatly simplified the monthly reconciliation task by detecting unre-



ATR helped R & M Foods realize the full power of Sage MAS 90 and eliminate hours of manual data entry.

recorded transactions between books and bank, locating errors or differences, allowing corrections, and matching R & M's books to its bank statement. Reconciling the company's various bank accounts became a straightforward process, rather than a painstaking one.

ATR's consultants designed custom imports in Visual Integrator to bring the data files from each restaurant

directly into the general ledger, cutting out the data entry tasks. Now, rather than analyzing each spreadsheet, printing it, and typing its data into the general ledger, Palmer runs a simple import utility which validates the data and imports the data directly

into the data entry files. Palmer then prints the register and updates the transactions.

While the software didn't change, with ATR's help, Palmer says, "We began to see the possibilities. ATR essentially reimplemented our software. The difference between what we had, and what we have now is remarkable."

Multi Company Financials

R & M Foods handles each of its five restaurants a separate company, with separate financials. Before she met ATR, Palmer handled this by copying financial data from each of the companies into Excel spreadsheets, where formulas were added and ultimately financial statements were generated. Using FRx Financials, an industry-standard financial report writer, ATR developed custom financial statements that combine data from each of the five companies, delivering consolidated financial statements showing the overall health of the organization. What once involved hours of data entry and data manipulation is now accomplished in seconds from within Sage MAS 90.

Intercompany transfers are common as the different restaurants borrow, loan, and even make purchases on behalf of the others. Additional reports prepared by ATR speed the reconciliation of these transactions by listing the disbursements and identifying out of balance transactions. Palmer recently attended an FRx training course offered by ATR, enabling her to design and refine her own reports using this powerful tool.

Five Star Service

Palmer has nothing but praise for the excellent service she receives from ATR, "It's rare to receive such responsive,

high-quality service," she says. "They're always good to their word."

She also appreciates that her consultants at ATR go out of their way to help her to be self-sufficient by understanding Sage MAS 90's capabilities. "They're not about selling something," she says, "They're about showing you how they can help make your business more efficient."

Palmer is impressed that ATR's technicians typically are able to give her answers immediately when she calls, without waiting for a callback, "They have a knowledge and a comfort level with Sage MAS 90. It's clear they keep very current with the technology."

No Reservations

Building on the efficiencies they've enjoyed, R & M has more plans for Sage MAS 90. Payroll is currently outsourced, but Palmer is considering bringing that function in house. "We already do all the data input, and with Sage MAS 90's Payroll module, we could easily complete it." Palmer also plans to take Crystal Reports training courses through ATR, enabling her to design custom reports to closely analyze the large amount of data collected and make better business decisions.

Sage MAS 90 is a flexible and scalable, capable of growing with R & M and supporting its operations for years to come. Through the capable guidance of ATR consultants, R & M was able to appreciate the full capabilities of Sage MAS 90 and realize huge efficiency gains. "With Sage MAS 90 and the assistance we've received from ATR," explains Palmer, "We've been able to add another location without adding any employees."

Headquartered in Costa Mesa, California, our firm has specialized in Sage MAS 90, Sage MAS 200 and Sage MAS 500 since 1987.

Our extensive experience, exceptional service, and broad expertise assure you of our ability to solve even the toughest business problems.

If you would like to fine-tune your firm's business model, we would like to talk with you and see if Sage MAS 90 is the right solution for you.



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