

ATR And Sage MAS 90 Provide Fuel For Racepak

An Automotive Manufacturing And Distribution Solution

Solutions Spotlight

"The integration between purchasing, manufacturing, and inventory helps us make smart buying decisions."

Racepak Competition Systems of Rancho Santa Margarita, California specializes in the science behind professional auto racing. This unique company manufactures electronic data recording and analysis systems for racing vehicles. The systems contain a myriad of sensors linked by a powerful computer to collect data regarding every aspect of a vehicle's performance. Using the information Racepak's onboard computers provide, teams are able to fine tune both their car and driving techniques for maximum performance.

Supercharging Operations

Like any small manufacturer, Racepak faces business challenges surrounding inventory management. It must precisely track and stock the more than 2000 components that make up its 800 products, and accurately forecast the demand for those products from month to month. Without reliable, real time data, the company may lose its competitive edge.

For nearly a decade, Racepak has relied on Sage MAS 90 ERP and its business partner, Accounting Technology Resources, Inc. (ATR) for the software, support, training, and advice that keeps its operation running at peak performance.

Spencer Eisenbarth, president of Racepak, says the software has scaled to meet his company's growth—adeptly handling both its manufacturing and distribution requirements. "We've experienced continual growth since our inception, and Sage MAS 90 has taken it in stride." Regarding his long-term business partner, Eisenbarth says, "We feel a bit spoiled by ATR. We don't have any of those software system horror stories to tell—we've always had it good."

The Assembly Line

Due to its specialized market, Racepak's production runs are typically high value, yet modest quantities. This type of production means that accurate cost figures for every component item are very important.

ATR designed and implemented import utilities that bring in updated pricing lists from Racepak's suppliers, ensuring its component costs are always current while saving hours of manual data entry.

As component costs fluctuate, Racepak is able to carefully monitor its items' total cost using the Cost Rollup Register—part of the Bill of Materials module. As the roll-up is performed, the cost of the bill is calculated based on the current cost of each component item and any miscellaneous charges



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associated with the bill. Racepak can use this information to determine whether a price change for its customers is appropriate.

ATR showed Racepak how to effectively use Sage MAS 90 to manage the large number of components it uses in its manufacturing process. Recently, when a particular electronic component was discontinued, Eisenbarth was able to quickly determine which products use that component and the current demand for those products—providing the company with the necessary time to seek a replacement component.

Maintaining adequate stocking levels of its components is vital; when a customer orders an item, Racepak must be able to deliver in a timely fashion, or it risks losing that customer to a competitor. Armed with demand forecasts, current stock levels, and open orders, Racepak is able to make strategic buying decisions that keep those stocking levels optimal.

“The integration between purchasing, manufacturing, and inventory really helps us make smart buying decisions. We can see what’s available, what’s on order, and where it’s to be used,” says Eisenbarth.

Driving Customer Solutions

Another area in which ATR was able to help Racepak was the implementation of the sales kit processing feature in Sage MAS 90.

Racepak’s customer service representatives are able to configure a customer’s system during sales order entry, selecting the appropriate options. Sage MAS 90 returns the correct price based on

the options selected. “Kits work really well for us,” explains Eisenbarth, “We can custom configure our systems on-the-fly with the correct pricing and costing calculated automatically.”

Eisenbarth relies on cash flow and trend reports to give him an updated picture of the financial health of the company. He uses on-screen inquiries and instant reports to track daily and monthly sales and the cost of goods sold by

product line, by item, by customer, and more. “I have all the information I need at my fingertips,” he says.

Partner Provides Winning Edge

Eisenbarth appreciates the knowledgeable and responsive staff at ATR. His staff has benefited from training provided by ATR—either on site or at ATR’s training center. “ATR always gives us good service and a quick turnaround on our questions.”

Racepak and ATR—both in the business of delivering the tools and the information that give their customers the winning edge.



Like Racepak, ATR delivers its customers the information needed to make smart business decisions.

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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