

ATR and Sage MAS 200 Spell Success For Screen Printers Resource

A Sage MAS 200 Solution

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Solutions Spotlight

T-shirts, movie posters, bumper stickers, mouse pads, baseball caps, even golf balls. All of these products are the targets of screen printers' ink. Where do screen printers buy that ink—and the myriad of both high and low-tech equipment that make these everyday works of art possible? Screen Printers Resource, Inc. (SPR) of Anaheim distributes supplies to silk screeners and garment and novelty manufacturers across Southern California. The company's experienced, professional staff provides more than just products, they are proficient in the application and operation of the equipment they sell. Formed just four years ago, SPR has enjoyed solid growth and profitability from the first day it opened for business.

A Flexible Solution

SPR needed accounting software capable of handling its distribution needs initially, yet allowing for its expected growth. Geri Egan, SPR's office manager, helped research four or five accounting packages before deciding on Sage Software's Sage MAS 200. "We chose Sage MAS 200 because it's so intuitive and easy to use," explains Egan. "We liked that we could buy just the modules we needed, like Purchase Order and Inventory, and add others as our business grows and changes." Accounting Technology Resources, Inc. (ATR) of Costa Mesa sold and implemented Sage MAS 200 for SPR.

Egan felt an instant connection with ATR's staff,

who took the time to understand SPR's business needs and made valuable suggestions for streamlining business processes.

Delivering Efficiency

SPR makes twice-weekly deliveries to customers in its local area, filling orders ranging from a single gallon of ink to many pallets of supplies. A small showroom hosts a steady stream of local shoppers and out of the



The Sage MAS 200 Inventory module help SPR keep tight control of its inventory of 10,000 parts.

area customers can have their orders shipped. As a busy distributor, easy and efficient order processing is a priority. The Sage MAS 200 Distribution Suite gives Egan and her staff all the tools they need to enter, print, fill, ship, and invoice orders rapidly and accurately. "Order entry is a breeze," says Egan. The industry is highly competi-

tive where price differences of just of few cents can make or break a big sale. "Sage MAS 200 allows us to set up flexible pricing structures, using customer specific pricing when appropriate." When an order does not ship complete, Sage MAS 200 automatically creates a back order. Later, as goods are received through the Purchase Order module, Sage MAS 200 produces a Back Order Fill Report enabling staff to quickly identify the orders they can complete as a result of the receipt.

Accounting Ease

When processing customers' cash receipts, Egan loves

the Sage MAS 200 **Accounts Receivable** feature that automatically distributes the check amount to customers' open invoices, rather than forcing her to individually select each of the invoices to be paid. A similar feature in **Accounts Payable** selects invoices to pay based on a range of due dates, discount dates, or vendors. Egan can then individually deselect invoices she's not ready to pay, and adjust the payment amounts of others as necessary before printing checks. "It's all so easy, and such a time saver," she says.

Egan received advanced training in **Crystal Reports** through ATR, and now feels confident designing custom reports to meet the needs of SPR's management and staff. One such report details sales and order activity by territory. Egan distributes copies of that report to SPR's team of outside sales representatives. She emails the reports, saving the hassle of faxing or mailing. "I love Crystal Reports," says Egan, "I can produce exactly what I need, and the reports look great too."

Professional Support

ATR coordinates upgrades and troubleshoots situations with SPR's hardware vendor. Egan appreciates this cooperation and ATR's willingness to work with other vendors. "There's never any finger-pointing, it's all about getting the problem resolved." For a long while, due to hardware constraints, SPR was not able to upgrade the Sage MAS 200 software to current version levels. ATR was able to continue supporting the out-of-date system, meeting and resolving each challenge SPR faced.

Inventory Control

Sage MAS 200 enables SPR to keep tight track of its inventory of

10,000 parts. Obtaining a list of customers who bought a specific part is easy, thus simplifying warranty or repair claims. Detailed inventory reports track quantities on sales order, on purchase order, and on hand. Other reports identify sales trends from month to month, and show top-selling items and their profitability. The ability to analyze inventory data from several different angles helps SPR keep overhead costs low while ensuring it keeps enough stock on hand to meet demand. A full physical count is performed each year, and with Sage MAS 200, shipping and receiving do not need to

halt during this time. Periodic cycle counts of groups of items are conducted, simplified by an Inventory Cycle Code assigned to items in the Inventory module.

Internet Commerce

ATR worked with SPR's hardware vendors to complete an Internet commerce site using the Sage MAS 200 e-Business Manager module. E-Business Manager provides a streamlined, out of the box solution for companies like SPR that want to offer complete online order entry and inquiry functionality.

Customers can place their online orders anytime, and those orders are automatically created in Sage MAS 200.

Graphic Success

Egan is pleased she found ATR—they contribute to SPR's success through Sage MAS 200 expertise and experience. "I really enjoy working with ATR," says Egan, "They understand our business."



Sage MAS 200 Sales Order allows for a flexible pricing structure, with the option of using customer specific pricing.

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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