

## MAS 200

### CUSTOMER

#### Artistic Tile, Inc.

www.artistictile.com

### CORPORATE PROFILE

#### Type of Business

Luxury tile and stone

#### Number of Locations

Six retail showrooms,  
One wholesale distribution center

#### Number of Employees

95

### SYSTEM PROFILE

#### Computer System

Microsoft Windows NT  
Users on System: 40

#### MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order

## Artistic Tile Brings Art to Life with MAS 200

An Israeli sculptor chisels rare Jerusalem stone. A master craftsman in Italy inlays semiprecious stones in a precise marquetry design. A New Jersey artist casts solid bronze in ancient Celtic patterns to create tiles of gothic mystery. These and other devoted artists have a kindred spirit in Nancy Epstein, who commissions hundreds of exclusive designs each year for her company, Artistic Tile.

Epstein first became involved in interiors when she designed furniture for her son's bedroom — and was hired as the cabinetmaker's designer. She expanded from cabinets to decorative plumbing, tile and stone and eventually bought out the interest of the cabinetmaker in Artistic Bath and Tile, as the firm was then known. When local suppliers shrank inventories in tile and stone, she decided to become an importer herself. Her firm now contracts with tilemakers as far away as China, India and Argentina.

In addition to hand-wrought luxury tile and stone products, Artistic Tile also offers decorative fixtures, fittings, accessories and comprehensive professional design services.



Its showrooms can be found in some of America's most prestigious design locations, including downtown Manhattan and Washington D.C.

### A Work in Progress

For years Artistic Tile relied on BusinessWorks as its accounting software. "BusinessWorks is probably the easiest, most wonderful product out there for small businesses," says Nancy Epstein, president and founder.

But then the company grew. Its business system requirements became more complex. Coding inventory by dye lots,

#### CHALLENGE

Upgrade to a system that can manage increasingly complex business and inventory requirements, including automating purchase orders and linking multiple locations.

#### SOLUTION

MAS 200 financial and distribution modules.

#### RESULTS

Streamlined automation from a-to-z; Seamless data flow and easy access to critical data; Enabled more efficient merchandise allocation; Projected \$200,000 savings in reduced man-hours and errors.

*“We hope to save \$200,000 a year in man-hour reductions and error elimination, thanks to MAS 200. The system will pay for itself from decreased telephone bills alone.”*

*Nancy Epstein  
Founder and President  
Artistic Tile, Inc.*

accessing stock information from multiple locations, automating purchase orders and linking many retail showrooms was essential. And manual input of data with inherent redundancies was taking much too long. Epstein knew it was time for a more comprehensive system.

### **Unveiling the Masterpiece**

MAS 90, and later an upgrade to MAS 200, provided an ideal answer. Hard work on the part of the reseller resulted in a fast, easy transition. Epstein reports that the system has been flawless ever since.

Artistic Tile now has a seamless system for managing all aspects of its business. The new system records which dye lots are in inventory. It makes warehouse information accessible to employees in remote locations. It automates the entire purchase order process, sends out bills to customers, cuts checks and prepares aging reports, all at the click of the mouse.

“We hope to save \$200,000 a year in man-hour reductions and error elimination, thanks to MAS 200,” says Epstein. “Before, we had to retype information into the purchase order system, as nothing was integrated. We were constantly calling the warehouse to check on stock status. The MAS 200 system will pay for itself from decreased telephone bills alone.”

Each department at Artistic Tile uses MAS 200 in a different way. The book-keeping group runs Accounts Receivable and Accounts Payable aging reports. Epstein uses it for stock status reports — which she can easily customize to show the information she needs most.

Sales people have access to MAS 200 so they can determine whether a specific material is available in the warehouse and when shipments are due to arrive. If stock is already committed for another customer, they can see who needs it first and adjust releases accordingly. This permits more efficient allocation of merchandise.

Remote management is another key feature of the Best system. Epstein can now keep her finger on the pulse of each showroom simply by tapping into MAS 200. “We have plans for consolidating into one main office, something that would never have been possible without MAS 200,” she says. “I foresee great possibilities for streamlined management — and related bottom-line savings.”



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