

MAS 90

CUSTOMER

Gotham Sales Company

CORPORATE PROFILE

Headquarters

Springfield, New Jersey

Type of Business

Consumer electronics and major appliance distributor

Number of Locations

Two

Number of Employees

8

SYSTEM PROFILE

Computer System

- Dell PCs
- Microsoft Windows NT

MAS 90 Modules in Operation

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

No Worries with MAS 90 Conversion at Gotham Sales

Gotham Sales Company is in the business of eliminating worries. Through your local retailers, they sell extended warranties for all your home appliances: refrigerators, dishwashers, television sets, computers, VCRs and stereos. Gotham is also a manufacturer's representative for many well-known brands of consumer appliances, including Fedders and AESP Connectivity Products.

In the Face of Uncertainty

Things changed for Gotham when the big appliance manufacturers decided to cut out the middlemen (distributors and representatives) and started going direct to retailers. Fortunately, Gotham had plenty of warranty work to keep a leaner, meaner business going strong. But the change in corporate direction required rethinking the company's staffing and expensive mainframe structure.

Gotham Sales had been using MAS 90 on their UNIX system. While they were very happy with it, they were worried about the transition to networked PCs.



Could files be transferred without a system failure or loss of data? Would MAS 90 on NT be difficult to learn and would it be as reliable as their old system?

Always a Certain Solution

Danny Schwartzstein, Gotham's president, had heard good things about MAS 90 on NT. Best of all, he saw how MAS 90 made it possible for practically anyone to do bookkeeping..

"I'm a salesman, not an accountant or a system administrator," says Schwartzstein. "I wanted a very simple but powerful

CHALLENGE

A smooth conversion from a UNIX system to networked PCs with a straight forward and powerful accounting package.

SOLUTION

MAS 90 financial and distribution modules.

RESULTS

Smooth transition;
Accurate bookkeeping;
Streamlined data input and access;
Straight forward functionality.

"I'm confident I can grow the business to 10 times our present volume, add product lines, even expand to new locations, all with our existing MAS 90 for Windows NT capabilities."

Danny Schwartzstein
President
Gotham Sales Company

accounting package to run my business for me. When my accountants come in at the end of the quarter, there's very little that they have to do, because our internal bookkeeping is so accurate."

Gotham now uses MAS 90 to do practically everything, including tracking purchases, inventory and collections. It prints invoices, shipping releases, purchase orders and envelopes to plain paper, replacing the troublesome preprinted forms on the old dot-matrix.

A custom module also enables Gotham to ship directly to a customer instead of the retailer and track end-user details, such as name, address and telephone number. This information is printed out on the shipping release, saving time over previous manual methods.

Customer information is also available to the retailer, who receives a copy of the billing data behind their summary invoice. Data is also accessible online. If retailers want to know the status of a customer shipment, they can call or e-mail Gotham for a speedy electronic update.

Because all of the MAS 90 modules work similarly, it's easy for all employees to input and access information, which is essential in a small firm like Gotham, where duties are often shared, and people are called upon to perform tasks outside of their usual realm.

Schwartzstein explains, "Let's say that

my bookkeeper is responsible for posting receivables, and she gets sick. Somebody else will have to cover for her. It's essential that we can transfer knowledge from one module to another with no downtime, and keep the system working smoothly." Schwartzstein reports that the Windows NT version of MAS 90 is even easier to navigate than the retired UNIX version, and it also offers more sophisticated reporting capabilities.

He says he's found it incredibly reliable, as well. In six months, the new MAS 90 system has never crashed. Data was transferred from the UNIX system electronically, without a hitch. MAS 90 worked so well that Gotham ran its old and new systems in parallel for only two weeks. The first month-end numbers came out identical.

"It's amazing what you can get for your dollar in the computer world today," Schwartzstein comments. "I spent about one-third as much on my new NT system running MAS 90 as I did 10 years ago for an IBM mainframe. . . Now I've got a much more powerful system, that's easier to work with, faster, and much more versatile. I'm confident I can grow the business to 10 times our present volume, add product lines, even expand to new locations, all with our existing MAS 90 capabilities."



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