

MAS 90

CUSTOMER

Ledford Medical
Electronics, Inc.

CORPORATE PROFILE

Headquarters

High Point, North Carolina

Type of Business

Distributor of medical
equipment and supplies

Territory

Southeastern states

Number of Employees

25

SYSTEM PROFILE

Computer System

Microsoft Windows

MAS 90 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Sales Order

MAS 90 Is Just What the Doctor Ordered for Ledford

System Needs Doctoring

Ledford Medical Electronics is a small family-run company that distributes cardiographs, defibrillators, EKG paper, stethoscopes and other supplies for a number of manufacturers. Their main customers are hospitals and physicians' offices — facilities accustomed to efficiency and professional-looking documents. It's therefore essential that the company have a smooth-running warehouse and attractive processing materials.



Ensuring a Healthy Future

MAS 90 turned out to be just what the doctor ordered. It allows Ledford Medical Electronics to keep its finger on the pulse of its inventory, monitor the heartbeat of the company's financials, and send out timely and smart-looking documents, reports and statements.

Ledford now uses MAS 90 accounting software to maintain precise control of its inventory, with Inventory Management, Sales Order and Purchase Order modules. Sales orders are created for customers,

which in turn "commit" inventory items as being "on sales order." The system then automatically generates purchase orders to vendors, utilizing the Inventory Management module's reorder points for individual items. Sales orders subsequently generate picking sheets, and are automatically converted to invoices for accounts receivable when items are shipped. Purchase orders are used by Ledford's warehouse staff to receive goods into inventory, and by their accounting staff to receive invoices into Accounts Payable.

CHALLENGE

Secure a robust accounting system with extensive financial and inventory management capabilities and customization features that will uphold a professional corporate image.

SOLUTION

MAS 90 financial and distribution modules.

RESULTS

Precision inventory management; Streamlined integration from Sales Orders to Accounts Payable; Timely, professional reports and statements; Consistent, distinguished corporate image with custom documents.

“The one thing we really like about MAS 90 is that everything has a nice appearance, with our logo on it. Everything has a consistent image that is great-looking and easy to read.”

*Leigh Scott
Systems Manager
Ledford Medical Electronics, Inc.*

Crystal Reports, an industry-leading graphical reporting tool, has added important functionality as well. “Crystal Reports is great...we can make our documents look however we like,” comments Leigh Scott, systems manager. “It gives us lots of choices, like either landscape or portrait formatting, or positioning text with center or left justification. We can easily select which fields we want to see on a report, switch to bold or italics text, and change fonts or type sizes. These options really enhance the appearance of our reports.”

The company’s forms are compatible with MAS 90, so it’s easy to run out documents on the company’s letterhead. Sales orders, purchase orders, invoices and even checks for accounts payable and payroll are customized too. The pick sheets for the warehouse, for example, are printed with MAS 90. The back copy has the price blacked out, so it can be sent out as a confirmation with the order. Price quotes coming out of MAS 90 look so good that they can be faxed directly to the customer, saving precious time.

“Everything has a consistent and premium-quality appearance, with our logo on it,” says Scott. “This ultimately helps distinguish us and create an impression of professionalism with both our vendors and customers.”

Preparing salespeoples’ commissions can be a tricky proposition at Ledford, since each product line has its own compensation structure. Fortunately, MAS 90 can track each product line separately and run automatic reports, providing details of every order. This makes commission calculation simple and fast.

Although Ledford Medical Electronics is relatively small, it is experiencing dramatic growth. In just two years, it has seen a doubling of its sales force. The customer base is expanding at a similar rate.

“I’m quite confident in MAS 90’s ability to handle additional inventory, employees and customers,” says Scott. “It has the potential for dealing with a much larger operation than ours, and I know it will serve us well into the future.”



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