

## MAS 200 for SQL

### CUSTOMER

Nutri/System, L.P.

[www.nutrisystem.com](http://www.nutrisystem.com)

### CORPORATE PROFILE

#### Headquarters

Horsham, Pennsylvania

#### Type of Business

Retail-based weight loss centers

#### Territory

United States

#### Number of Employees

700

#### Annual Revenue

\$50 million

### SYSTEM PROFILE

#### Computer System

- Microsoft Windows
- Microsoft Windows NT server

#### MAS 200 Modules in Operation

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

## MAS 200 Helps Weight-Loss Company Cut Corporate Fat

Nutri/System is a retail-based weight loss company that specializes in helping Americans downsize their body fat. When faced with the need to downsize their own “fat” recently, eyes turned to their old mainframe based computer system.

### Weighted Down

“The mainframe required a full-time employee to watch over it and handle maintenance, and it was going to need about \$1 million worth of reprogramming to become Year 2000 compliant,” says Brian Haveson, president of Nutri/System. It was clearly time to replace the old system, preferably before the company moved its headquarters to new offices. That meant Nutri/System needed a replacement — fast.

### Healthier Operations

After investigating all the options, Nutri/System chose MAS 200 for SQL for several strategic reasons. A key decision point was that MAS 200 could be implemented on a very short schedule, allowing Nutri/System to switch over to the



new software in time for its upcoming move.

Nutri/System’s accounting system tracks accounts receivables for the company’s 200 franchises throughout the United States, and accounts payables for some 200 vendors. “When a franchisee calls for information on their food order, or a vendor calls looking for their payment, MAS 200 allows us to give an instant answer,” says Haveson. As an added benefit, Haveson says the transition to MAS 200 went so smoothly that vendors didn’t even notice that a transition was underway, “and that’s exactly what we wanted.”

### CHALLENGE

Implement a new, streamlined system to manage the various components of a complex manufacturing and distribution operation, from inventory to finance.

### SOLUTION

MAS 200 for SQL financial and Inventory Management modules.

### RESULTS

Implementation within 2 weeks; Instant access to account and vendor data; Flexible, automated check writing features; Improved shipping speed and accuracy; Streamlined, advanced reporting capabilities.

*“We were sold on MAS 200 when we learned that we could get converted and up and running within a two-week period. That’s exactly what we needed, and exactly what we got.”*

*Brian Haveson  
President  
Nutri/System, L.P.*

As the person who signs the company’s checks, Haveson is especially pleased with MAS 200’s check writing option. “We can print our own checks on blank stock. My signature is scanned into the computer and automatically printed on the checks. It’s great.”

Because Nutri/System works with about 20 different banks, the check preparation process previously involved locating the right bank’s check stock, lining it up properly in the printer and entering the appropriate bank code in the computer. MAS 200 handles all that automatically, which can save headaches in the accounting department and help minimize the likelihood of errors.

MAS 200 also has boosted speed and accuracy in Nutri/System’s shipping department. Labels can now be printed with information such as order number, part number, bin location and number of boxes included in the order. (For example, a label might read “1 of 10,” or “3 of 3.”) With all the information they need at their fingertips, packing personnel are getting orders out the door faster and with greater accuracy.

Haveson also likes the fact that customized reports are no longer necessary. “MAS 200 delivers high-end reports that streamline our entire reporting process.”

Haveson gives high marks to his Best reseller and MAS 200 for Nutri/System’s seamless and speedy transition to the new software. “Our reseller seemed to put everything else on the back burner to meet our incredibly tight conversion deadline, and we were able to get up to speed on MAS 200 within about a week,” he says. “We are very happy with the service and the software.”



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