

MAS 90

CUSTOMER

Statile and Todd

CORPORATE PROFILE

Headquarters

Springfield, New Jersey

Type of Business

Landscaping, nursery and wholesale nursery products

Distribution Territory

Northern New Jersey

Number of Locations

Three

Number of Employees

74

Combined Revenue

\$10 million

SYSTEM PROFILE

Computer System

- IBM compatible
- Novell NetWare
- Microsoft Windows

MAS 90 Modules in Operation

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

MAS 90 Grows on Landscape and Nursery Products Firm

During the past two decades, three interrelated companies have cultivated thriving landscape architecture and nursery supply enterprises in Northern New Jersey: landscape design firm Statile and Todd, wholesalers L.P. Statile Inc. and Statile Nurseries Inc.

Weeding Out the Old System

All three had been using a DOS-platform accounting software application operating on a 486-compatible computer system. As the inventories of the wholesaling operations approached 4,000 line items, limitations in accounting and data retrieval capabilities began to surface. That realization prompted the search for a higher-powered accounting application to better accommodate the aggressive growth of the companies.

Brian Whitney, a veteran of numerous accounting system conversions, was hired as controller in 1996 and given the responsibility to direct the transition to a Microsoft Windows environment. "I've gone through a number of accounting



system conversions in my career, and they have all been painful," he said. His objectives for the Statile and Todd companies were demanding: a seamless transition and superior performance.

Everything Is Coming Up Roses

Whitney began a critical evaluation of accounting programs to operate on a system of five networked Pentium processor powered work stations running Windows. He was greatly impressed with MAS 90. "MAS 90 is known for its strengths in managing the accounting

CHALLENGE

Transition from a limited DOS accounting system to a high powered Windows solution that can manage extensive inventory and data to accommodate aggressive growth.

SOLUTION

MAS 90 financial and distribution modules.

RESULTS

Smooth conversion; Speedy multi-tasking; Exceptional inventory functionality and reporting options; Seamless data flow, import and analysis; Can write to ASCII, Lotus, Excel and dBase files without exporters.

“What really struck me in our evaluation was MAS 90’s speed — in inventory reads and printouts to screen. It’s phenomenal, the fastest I have ever seen.”

*Brian Whitney
Controller
Statile and Todd*

needs of light manufacturing and warehousing operations. But what really struck me in our evaluation was MAS 90’s speed — in inventory reads and printouts to screen. It’s phenomenal, the fastest I have ever seen,” said Whitney. “In comparison with the other applications we tested, MAS 90 for Windows is supercharged!”

But MAS 90 emerged the winner not only for its speed, but also for its stability, its integration with other applications and its intelligent design and architecture. He praises MAS 90 for its sparse use of system resources, enabling full implementation of the multi-tasking capabilities of Windows. “MAS 90 for Windows doesn’t carry a penalty in the resources it requires,” says Whitney. “Unlike other Windows accounting programs, MAS 90 permits you to multi-task several programs simultaneously without a reduction in speed. It has a clean user interface and easy navigation, and its drill-down capabilities are superb. Instead of using lines of instruction to complete a task, MAS 90 requires only a few keystrokes.

Whitney observes that the operating speed of an accounting system is related to the design of its data storage and retrieval mechanism. “The design architecture is critical for top performance. In that regard, MAS 90 beats ‘em all.”

The Statile companies applaud the inventory tracking strengths of MAS 90, reinforced by an Inventory Management module that provides built-in functionality and reporting options optimally suited to Statile and Todd’s needs. They found that MAS 90’s intuitive interface and effortless integration with Microsoft Office software contributed to a smooth transition. “Our employees quickly discovered that if they could use Microsoft Word or Excel software, they could scoot around MAS 90 easily,” said Whitney. He said the company routinely imports MAS 90 data into other Windows applications to create different views of accounting data. “MAS 90 gives us the ability to write to ASCII, Lotus, Excel or dBase files without the need to buy exporters at additional cost. When I saw that, I had only one question: How soon can I get it?”

Within two months of purchasing MAS 90, Statile and Todd went live with the application. “And we never looked back,” said Whitney. “It was the smoothest conversion I’ve ever been through. It was a first-class installation. Thanks to Best Software and the expertise of our well-qualified reseller, we now have an application that has the power to handle our growth. We’re all very happy with MAS 90.”



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