SAGE MAS 200

CUSTOMER
Quality Chain Corp.

INDUSTRY
Tire chain distributor

LOCATION
Hillsboro, Oregon

Number of Locations
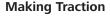Two

Number of Employees
30

SYSTEM
Sage MAS 200

Modules in Operation
- Accounts Payable
- Accounts Receivable
- ACT! Link
- Bank Reconciliation
- Bill of Materials
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order
- StarShip Link

Quality Chain Gains Market Traction With Sage MAS 200 and ACT! by Sage

Whatever your vehicle and whatever the weather, Quality Chain Corporation has a set of tire chains to hold the road. And if they don't have any in stock, they'll have some built to order.

In addition to chains for passenger cars, light trucks, and pickups, Quality Chain offers special-order chains for industrial forklifts, graders, mining vehicles, RVs, and snow blowers. Started 14 years ago, the company grew by combining fair prices, and great customer service, and is now one of the nation's largest chain companies. Quality Chain imports most of its products, and distributes to large automotive retailers across the country including Auto Zone and Car Quest.

Making Traction

Quality Chain grew frustrated with its accounting software, which had compatibility issues each time the operating system was upgraded. It also wasn't providing data in a usable format.

"We searched for a solution that would manage our inventory and bill of materials,

and give us a lot of flexibility in reporting options," explains Teresa Noah, controller for Quality Chain. "When we discovered Sage MAS 200, we learned of more possibilities—such as automated shipping and an interface to customer relationship management tools—so we'd get much more out of the system than we'd anticipated."

Sage MAS 200 has automated all core accounting functions, including general ledger, receivables, payables, bank reconciliation, and ordering. The Inventory Management module provides timely data on inventory location, movement, and valuation. Three built-in reporting

CHALLENGE

Sales staff lacked access to complete customer, inventory, and shipping data, slowing productivity, especially during peak season.

SOLUTION

Sage MAS 200 financials with full suite of modules, including Inventory Management, Bill of Materials, StarShip Link, and ACT! Link.

RESULTS

End-to-end automation that eliminates many manual tasks, reduces paperwork, and improves enterprise-wide access to information.

sage
software
Your business in mind.

"In just seven months since implementing Sage MAS 200, we've seen vast improvements. The system is very reliable, so we can trust the integrity of our data. It eliminates the nuisance of searching for hard copies of documents. Plus we're saving a lot of hours with the Bill of Materials, StarShip Link, and ACT Link modules."

—Teresa Noah
Controller
Quality Chain Corp.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and midsized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.

tools permit fast, easy data extraction, and analysis. And because Sage MAS 200 features Windows-based architecture, Quality Chain will never have to worry about upgrade compatibility again.

"My favorite part of the system is the Sage MAS 200 Bill of Materials module, as it accommodates all of our custom-build projects," says Noah. "It creates a detailed list of all components that go into each job, removes part numbers from inventory, and adds the finished product into stock on hand. These tasks were all done manually before. This one module is saving us the work of one part-time position."

Shipping and CRM Access

Noah appreciates the convenience of Sage MAS 200 StarShip Link, a module that automates the shipping process. StarShip leverages the pick, pack, and ship feature built into the Sage MAS 200 Sales Order module and calculates freight charges. "StarShip Link is a huge help with our UPS® and FedEx shipments, because it allows us to maintain tracking numbers in the computer," Noah explains. "When a customer needs tracking information, we don't have to rummage around in a filing cabinet. It's right there on the screen. This is great during the peak season, when we're buried with orders."

The Sage MAS 200 ACT! Link module synchronizes information between Quality Chain's customer contact management system and Sage MAS 200. "All of our customer contacts are maintained in ACT! by Sage so we can manage the sales process throughout its entire cycle," says Noah. "By having the ACT! Link interface between the two Sage Software Solutions, we can enter customer data into Sage MAS 200, hit the link button, and it's automatically saved into ACT! It's a wonderful time-saver."

When a big national retailer required online ordering capabilities, Sage MAS 200's flexible architecture allowed the addition of a third-party EDI module. "Our EDI interface is up and running, ready for our next busy season," says Eric Schmunk, IT technician. "It will streamline incoming sales orders, and hopefully help us take on more major trading partners in the future."

Besides the standard reports available in Sage MAS 200, Quality Chain has created about a dozen special reports. One of these captures customer comments entered into the customer maintenance field. Another explains specific project details such as components used in custom build projects.

"In just seven months since implementing Sage MAS 200, we've seen vast improvements," comments Noah. "The system is very reliable, so we can trust the integrity of our data. It eliminates the nuisance of searching for hard copies of documents. Plus we're saving a lot of hours with the Bill of Materials, StarShip and ACT! Link modules. I highly recommend the system for other distributors."

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