



CUSTOMER SUCCESS STORY

**CUSTOMER**

M6 Concrete Accessories, Inc.

**INDUSTRY**

Concrete and masonry distributor, steel fabrication, equipment rental, and sales

**LOCATION**

Wichita, Kansas

**Number of Locations**

Two

**Number of Employees**

47

**SYSTEM**

Sage MAS 200

**Modules in Operation**

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Business Alerts
- Custom Office
- Direct Deposit Extended Solution
- General Ledger
- Inventory Management
- Job Cost
- Payroll
- Purchase Order
- Sales Order
- Vertical Modules
- Visual Integrator

## M6 Concrete Accessories Casts Solid Foundation With Sage MAS 200

Managing the finances at M6 Concrete Accessories used to be like pouring cement without a frame. Three separate departments comprise the company: concrete and masonry distribution, steel fabrication, and equipment rentals and sales. Each was on a different business system. Data had to be entered twice, and consolidated reports were difficult and time-consuming to obtain. Some, like detailed margin reports, could not be created at all.

“We chose Sage MAS 200 to integrate our business units into one system,” says Elizabeth Deck, controller. “Sage MAS 200 automatically collects and compiles data from each department, eliminating duplicate entry, and generates insightful reports for people at all levels in the company. We went live just 10 months ago, and are already seeing dramatic improvements.”

M6 Concrete Accessories sells and rents practically everything necessary for building with concrete—from sacks of Ready-Mix and huge panels for forming walls to stompers, saws, sandblasters, and loaders.



Materials, finished goods, and equipment are stored in four warehouses. Sage MAS 200 and a full suite of modules manage it all.

**Job Cost Automates Fabrication**

“Our steel department runs on the Sage MAS 200 Job Cost module,” explains Deck. “We buy rebar in 60-foot lengths and use a specialized software product to detail blueprints to contractors’ specifications. The software delivers the requirements to Job Cost, which tracks how much time and material are spent on each job. The system tells us whether we’re over or short, and handles all billing and inventory transfers from start to finish.”

**CHALLENGE**

Legacy system was too heavily customized for updating; three separate business departments on stand-alone systems required manual data entry and prevented integrated management.

**SOLUTION**

Sage MAS 200 with complete suite of financial modules, plus Job Cost, Visual Integrator, innovative use of Business Alerts, and the Automated Rental Management Vertical module.

**RESULTS**

Rental administration tasks reduced by half; controller’s workload reduced by 25 percent; steel clerk’s tasks trimmed by one third; quarterly payroll reports now done in one morning instead of three days.



Your business in mind.

*"Before, I spent two weeks out of every month closing the books. With Sage MAS 200 I do it in a single day. That gives me nine extra days every month to focus on other projects."*

—Elizabeth Deck  
Controller  
M6 Concrete Accessories, Inc.

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized 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.



"Within a month or two we'll have the Sage MAS 200 Visual Integrator up to further automate data transfers," she adds, "which will save from 30 minutes to two hours per job. We have about 50 jobs going at any given time, so the module will relieve our steel clerk of about one third of his duties."

The Automated Rental Management (ARM) module developed to integrate with Sage MAS 200 has transformed M6's rental department. "ARM tracks inventory, reservations, and how long equipment has been out," Deck says. "It prepares bills, and integrates with Sage MAS 200's centralized Accounts Receivable module. Before, each rental transaction had to be re-entered into the accounting system. By eliminating this step, Sage MAS 200 is saving about five hours of work every single day."

### **Real-Time Information With Business Alerts**

Creative application of Sage MAS 200 Business Alerts keeps Deck in the know. "One alert informs me of drop shipments on a daily basis, so we can accrue costs the same day they are invoiced," she says. "Another lets me know when discounts are ready to expire, so we don't miss them. An alert tells me about any variances that will hit, so I can make necessary corrections, and a set of alerts goes to both the owner and me, showing total cash receipts and checks for net cash flow. In all, more than a dozen Sage MAS 200 Business Alerts help me keep my finger on the pulse of the company, for tighter management."

Deck appreciates the overall control the new system gives her. "The auditability is just awesome," she notes. "I know who did what, when, where and why. I can answer questions from executives in minutes, provide gross margin information on a daily basis, and perform real-time management, fixing issues before they turn into problems."

Deck's workload has lightened across the board with the new system. "Before, I spent two weeks out of every month closing the books. With Sage MAS 200 I do it in a single day," she says. "That gives me nine extra days every month to focus on other projects."