



CUSTOMER SUCCESS STORY

CUSTOMER

QesTec, Inc.

INDUSTRY

Computer hardware, systems and peripherals

LOCATION

Auburn, Massachusetts

Number of Locations

Three

Number of Employees

20

SYSTEM

Sage MAS 200

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- Business Alerts
- Crystal Reports®
- Custom Office
- FAS Asset Accounting
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order
- Visual Integrator
- Work Order
- ACT! by Sage

QesTec Gets Quicker With Sage MAS 200

From Acer to Zenith, computers get big productivity boosts from QesTec.

QesTec provides computer options upgrades for servers, workstations, personal computers, laptops, notebooks, and printers. The company prides itself on offering innovative, practical, and top-quality products, designed to be easily accessible and competitively priced.

In addition to its own compatible memory products, QesTec currently supports many of the industry's most prominent product lines including Digital/Compaq enterprise and storage options, Kingston Technologies compatible memory products, and Sun Microsystems server and storage options.

Evolving with Big Business

Booming demand for its high-tech products put QesTec in an enviable quandary. Business was doubling every year, and the company's computer system simply couldn't keep up with it. Inventory was turning at least 25 times a year. The time had come to replace stand-alone PCs with a robust network, including software that



would provide manufacturing and inventory management systems plus wider access to customer information. In other words, it was time to migrate up from Peachtree by Sage, the accounting package that had worked so well during QesTec's earlier days.

Working More Efficiently

QesTec implemented a full-featured networked computer system on Windows NT, and selected Sage MAS 200 ERP as its accounting solution. Deciding factors included the ability of Sage MAS 200 to maximize benefits of client/server technology such as performance and reliability. Also, it offered real-time inventory

CHALLENGE

Replace stand alone PCs with a robust network system that provides extensive manufacturing and inventory support and can keep pace with exponential growth.

SOLUTION

Sage MAS 200 financial and distribution modules.

RESULTS

Eliminated excessive paperwork and double entries; enabled dispersion of bookkeeping and accounting tasks; saved 20+ manual hours per week; sustained substantial increases in gross margin.

"As our company changes, we find we can incorporate more complex configurations, such as utilizing the Bill of Materials module. We continue to rely more heavily on Sage MAS 200 all the time."

—Bill Moulin
President
QesTec, 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.



analysis with multiple user stations. And as an added bonus, transitioning records from Peachtree by Sage to Sage MAS 200 would be easy.

Sage MAS 200 was configured to calculate the costs of building memory upgrade products, recalculate the cost of finished goods, and then enter figures back in for finished products. It transformed the company's data input process, eliminating the need for massive amounts of paperwork and double entries.

"Our new system has allowed us to spread bookkeeping and accounting tasks throughout the company," says Jeff Conrad, QesTec's controller. "Anyone taking an order can now enter the sales order and purchase order information. The result is that I can focus on more important responsibilities like collections, profitability statements, and bank analysis." He estimates that Sage MAS 200 is saving the company more than 20 hours every week.

The transition from Peachtree by Sage to Sage MAS 200 went better than anyone at QesTec anticipated. Data loaded perfectly and all operations were up and running the day after the conversion.

Conrad says he appreciates the management tools given to him by Sage MAS 200. "Beyond being a fine accounting system, it provides salespeople with complete inventory data online. In our industry, we need to calculate costs at the end of each day, access real-time manufacturing information, and obtain perpetual updates on inventory levels. Sage MAS 200 gives us all this and more, and has helped us realize enormous improvements in our gross margin." He adds that given these powerful features, Sage MAS 200 is surprisingly easy to use.

Bill Moulin, president of QesTec, notes that he appreciates the scalability of the Sage MAS 200 system. "As our company changes, we find we can incorporate more complex configurations, such as utilizing the Bill of Materials module," he says. "We continue to rely more heavily on Sage MAS 200 all the time."

Thanks to its new business system, QesTec has been able to take advantage of new markets and continue its exponential growth. In fact, you could say that Sage MAS 200 has done for the accounting group what QesTec's products do for computers—expanding the possibilities of an existing system, so the entire operation can work faster, smarter, and more efficiently.