



Sage MAS 200

CUSTOMER

Hafer Petroleum Equipment, Ltd
www.hafers.com

CORPORATE PROFILE

Headquarters

Reading, PA

Type of Business

Construction, service, and repair of gas stations and car washes.

SYSTEM PROFILE

Computer System

- Microsoft Windows

Sage MAS 200 Modules

- Library Master
- General Ledger
- Accounts Payable
- Accounts Receivable
- Payroll with Direct Deposit
- Job Cost
- Sales Order
- Purchase Order
- Inventory Management
- Bank Reconciliation

MAS 200 Fuels The Solution For Hafer Petroleum

Hafer Petroleum Equipment, Ltd specializes in the construction of new gas stations and car washes, and the service and repair of related equipment. Such specialization has been extremely successful for Hafer Petroleum, now in its 45th year of operation.

Running Out Of Gas

The company's aging IBM Mainframe was generating increasing concern to Jon Long, office manager, and the rest of the management team at Hafer Petroleum. The computer locked up when attempting to create a report to forecast past the year 2000. In addition, seemingly simple tasks like updating payroll tax tables took hours to perform manually on the vintage system. This created ample opportunity for the introduction of data entry errors. Long knew the company was overdue for a change and began looking for a Windows-based solution that could address the company's specialized job-costing needs, as well as manage accounting and payroll operations.

Fueled For Growth

Long sat through demonstrations and diligently checked the references of companies and products he reviewed. One prod-



uct, Sage MAS 200, rose above the competition with its strong, flexible Job Cost module, its complete multi-state payroll module, and its integrated financial suite of modules.

In mid-1999, Hafer Petroleum purchased Sage MAS 200 and hired Keystone Software Solutions Inc. to implement the solution. "The implementation went very well," explains Long, "Keystone's consultants were knowledgeable, patient, and helpful." Many Hafer employees had never used a PC before, so Keystone provided comprehensive training, addressing one module at a time. Since Sage MAS 200 retains the same look and feel across the entire suite of modules, employees were able to come up to speed quickly and apply what they learned to the next module presented.

CHALLENGE

Replace aging IBM Mainframe with Windows-based solution offering integrated job costing functionality.

SOLUTION

Sage MAS 200 implemented and supported by Keystone Software Solutions Inc.

RESULTS

Thousands of dollars of hard costs saved each year through strategic application of technology. Ability to accurately estimate new jobs using historic data.

"Keystone is right there for us. They can troubleshoot most issues using their online support service. It's fast, reliable, and it saves us time and support costs."

Jon Long, Office Manager
Hafer Petroleum Equipment, Ltd

Full Service

Payroll is no longer a source of worry. Easily installed tax tables ensure that company is always using the current values, and government required form changes are easily accommodated. Keystone implemented Direct Deposit for Hafer Petroleum, coordinating the entire process including communicating with the company's bank to facilitate the transition.

"Keystone is right there for us," says Long. "They can troubleshoot most issues using their online support service. It's fast, reliable, and it saves us time and support costs."

Slick Job Costing

Maintaining an up-to-date accounting of each job's cost is simplified by the ability to issue inventory parts to a job; post subcontractors' fees directly to a job during the entry and posting of accounts payable invoices; and by the ability to post labor, burden, and overhead costs to the job during the pay cycle. "We can accurately compare each job's cost to its revenue, and make strategic decisions about a job, before it's too late," says Long.

Sage MAS 200 keeps a record of the transactions involved in each job indefinitely. This allows Hafer Petroleum to run analysis reports on closed jobs which helps it estimate similar jobs. "We can be much more accurate in our forecasting when we

draw upon all our previous experiences," explains Long.

High Octane Savings

Keystone encouraged Hafer Petroleum to give up their expensive, customized pre-printed invoice and statement forms. Instead, Keystone used Crystal Reports to design professional forms that are printed together with the data on plain paper to a laser printer. "We save literally thousands of dollars each year by not ordering those preprinted forms," says Long.

Like many companies, Hafer Petroleum had accumulated boxes and boxes of registers and journals, stored in binders and boxes in the company's warehouse. "We'd literally run out of room to store those green-bar ledgers!" says Long. Keystone introduced Long to Paperless Office, a solution for Sage MAS 200 that prints the detailed journals to PDF format, storing them electronically on the company's computer drives. When management needs to view one of these documents, they no longer need to search through the warehouse, but rather can quickly and easily find and view the PDF file, and print all or selected portions of it. With the cost savings, convenience and efficiency of electronic versus hard-copy storage, Long says Paperless Office will pay for itself many times over.

Keystone Software and Sage MAS 200—fueling the success of Hafer Petroleum.



KEYSTONE SOFTWARE SOLUTIONS

• Sage MAS 500 • Sage MAS 200 • Sage MAS 90 • Sage BusinessWorks • Sage FAS
• ACT! by Sage • NEEDS ANALYSIS • PROJECT MANAGEMENT • IMPLEMENTATION • TRAINING • CUSTOM PROGRAMMING • SUPPORT • ACCOUNTING, DISTRIBUTION & MANUFACTURING SYSTEMS • CUSTOMER RELATIONSHIP MANAGEMENT • FIXED ASSET MANAGEMENT



(800) 289-9109

www.keystonesoftware.com