



Sage MAS 90

CUSTOMER

Industrial Metal Plating, Inc.

www.indmp.com

CORPORATE PROFILE

Headquarters

Reading, PA

Type of Business

Specializes in color anodizing and chemical brightening of aluminum parts.

SYSTEM PROFILE

Computer System

- Microsoft Windows

Sage MAS 90 Modules

- Library Master
- General Ledger
- Accounts Receivable
- Accounts Payable
- Bank Reconciliation
- Sales Order
- Purchase Order
- Inventory Management
- Payroll
- Custom Office
- Business Insights

Shining Solution For Industrial Metal Plating

Family owned Industrial Metal Plating, Inc. (IMP) of Reading, Pennsylvania has been providing quality aluminum finishing services for its customers since 1959.

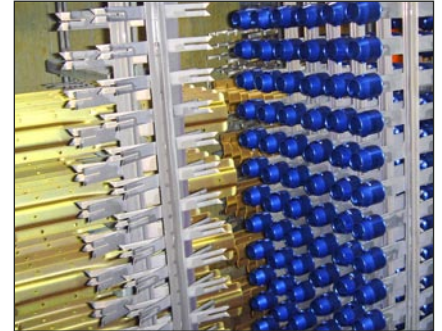
IMP customers include: automotive parts manufacturers; suppliers of sporting goods such as fishing reels, lacrosse sticks, and bicycle frames; and builders of heavy-duty aluminum flashlights. IMP's services include color anodizing, silk screen printing, laser engraving, and even assembly and packaging of finished goods.

Lackluster System

Just a few years ago, green-screened dumb-terminals glowing from employees' desktops provided access to the aging Xenix operating system and antiquated accounting software at IMP. The system was inefficient, expensive to support, lacked adequate security controls, and was not expected to handle the Y2K transition well.

The ability to produce an accurate payroll was of particular concern to management, and much of the order entry and billing functions were handled outside of the software.

It was clear to all that the system had reached the end of its practical lifespan,



and it was time to replace it with a state-of-the-art, Windows-based solution that was easy to use and capable of meeting the company's current challenges.

Forging Ahead

A sister company recommended the solution it relied on, Sage MAS 90. An accounting clerk who had used Sage MAS 90 in a prior job also gave it a glowing endorsement. Keystone Software Solutions, Inc. of West Reading was named by both references as a premier provider of the software, one who could be relied on to make the implementation a success.

Jamey Maack, plant manager, was impressed from the very start, "Keystone is responsive, helpful, professional, and likable. I really enjoy doing business with them."

CHALLENGE

Replace antiquated Xenix system with Windows-based solution.

SOLUTION

Sage MAS 90 implemented by Keystone Software. Project cost offset by grant obtained with assistance from Keystone.

RESULTS

An efficient, reliable, user-friendly, and cost-saving solution that enables data to be securely shared among users.

“Keystone has the product knowledge and the business sense to help us find solutions to problems and issues.”

Jamey Maack
Plant Manager

Shining Solution

Using the Sage MAS 90 Inventory module, IMP creates a new item number in the system for each customer's item they work on. They also incorporate the customer's account number into the item number to facilitate searches and enhance report sorting options. The items' Product Line is used to designate the customer's industry, such as commercial, educational, or governmental. This designation helps IMP understand where its business comes from, and thus can better target its marketing and sales efforts.

IMP employs about 100 permanent staff. Temporary staff is often brought in during busy times and to help expedite large orders. Consequently, there may be as many as 200 W-2's to prepare and print at year end. The old system was unreliable and out of date causing great concern among IMP's accounting staff during year end payroll processing. With Sage MAS 90, IMP is ensured that tax tables are always up to date and IRS mandated changes are incorporated into timely releases of the product.

Maack depends on the Sage MAS 90 Business Insights module, an executive dashboard packed with information that is updated constantly throughout the day. Maack chooses to display the company's income and balance sheet, a listing of top customers, outstanding receivables, vendor purchases, and even payroll data. Business

Insights delivers the most current information in a customizable, highly visual format ideal for busy managers like Maack.

When one of their best customers requested bar-coded labels on its goods IMP was able to deliver. Keystone implemented a labeling system that produces bar-coded item labels in the customer's required format, directly from Sage MAS 90. “Keystone has the product knowledge and the business sense to help us find solutions to problems and issues,” says Maack.

Project Management

The move from Xenix to Windows required a significant hardware investment. Keystone worked closely with IMP's hardware vendor to ensure that the new hardware met specifications and that the entire project remained on track and on budget.

Keystone also helped IMP secure a grant from Pennsylvania's Manufacturers Resource Center. The grant offset the cost of the project by thousands of dollars.

A Fine Finish

“Order entry is more efficient, payroll is accurate, and accounts payable and receivable are easier to manage,” says Maack. “We've been able to reduce our shipping staff from two down to one as a result. Our savings have been enormous, and trickle down into every conceivable area.”



KEYSTONE SOFTWARE SOLUTIONS

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