



## Keystone And Sage MAS 200 Perform Swimmingly For Main Line Commercial Pools

### Sage MAS 200

#### CUSTOMER

### Main Line Commercial Pools, Inc.

www.mainlinepools.com

#### CORPORATE PROFILE

##### Headquarters

King of Prussia, PA

##### Type of Business

Commercial pool builder/supplier

#### SYSTEM PROFILE

##### Computer System

- Microsoft Windows

##### Sage MAS 200 Modules

- Library Master
- General Ledger
- Accounts Payable
- Accounts Receivable
- Sales Order
- Purchase Order
- Inventory Management
- RMA
- Job Cost
- Sage FAS Asset Accounting

Main Line Commercial Pools, Inc. (Main Line) is a leading Mid-Atlantic developer of municipal and institutional competition pools, leisure pools, activity pools, water parks, therapy pools, and spas. Begun in the late 1970's as a distributor of pool supplies, the company has adapted its business model to the marketplace, and now focuses primarily on building, maintaining, servicing, renovating, and supplying commercial pools.



#### Throw In The Towel?

Main Line purchased Sage MAS 200 back in 1999 to replace an accounting system that was not Y2K compliant. Keystone Software Solutions implemented the software for Main Line and configured it to perform well for the company's then distribution-based business.

Sage MAS 200 was a perfect fit for Main Line's distribution business. The software's Distribution Suite of modules adapted itself perfectly to the company's core business of distributing pool chemicals, pumps, and filters to installers across the county. When the company decided to move into pool design, construction, and maintenance, Pat Grimes, director of

operations for Main Line, was concerned that Sage MAS 200 would no longer suit the company's needs.

#### Job Cost Buoy Operations

The consultants at Keystone recommended the Sage MAS 200 Job Cost module. They knew this module was more than capable of supporting the company's new efforts. Designed for service and construction firms, the Job Cost module allows Main Line to prepare detailed estimates of its installation and repair projects, convert those estimates into jobs, and track all associated costs and revenues. With integration to the Inventory Management, Purchase Order, and Sales Order modules, Main Line is able to conveniently and accurately

#### CHALLENGE

To migrate from a distribution-focused business to a more service-oriented business without giving up trusted Sage MAS 200 accounting software.

#### SOLUTION

Keystone implemented Sage MAS 200 Job Cost and Sage FAS Asset Accounting modules to support the new business model.

#### RESULTS

An integrated business management solution makes estimating, billing, servicing, and tracking of projects simple, efficient, and effective.

“Sage MAS 200 lends itself as readily to service and construction as it does to distribution.”

Pat Grimes,  
Director of Operations

ly account for costs and revenues associated with its projects.

Grimes appreciates that job history can be maintained indefinitely. This allows the company's estimators to look at earlier jobs and their profitability as they estimate new projects. “Job Cost lets us get a real handle on profits. By comparing our estimates to the actual job costs, we're able to learn where cost overruns occur, and estimate future jobs more accurately.”

### Pooling Resources

In addition to adding the Job Cost module, Keystone has helped Main Line improve its operations in a number of other ways.

Main Line asked for a system to help them track the depreciation on the equipment leased to customers. Keystone recommended Sage FAS Fixed Asset Accounting. This software helps Main Line track its fixed assets, including the company trucks, large equipment, and its computers—and it integrates with the General Ledger module of Sage MAS 200.

Main Line also subscribes to Keystone's KeySupport program. KeySupport offers unlimited telephone support, a two-hour guaranteed call back time, priority queue positioning, and a number of other benefits for a fixed yearly fee. Grimes appreciates that she can call Keystone's knowledgeable staff with any questions, without the concern of being billed for each call. With the addition of new modules, and the switch to a more service-oriented business model, Grimes is

grateful for the ability to receive reliable, fast, and expert advice from Keystone. “Keystone helped us through our change in business focus.”

### Quickly Filter Data

When a customer calls to order a pool filter or another part, they may not know the model number. Using Sage MAS 200, staff can quickly drill down into a customer's purchase history to see just what they have ordered in the past. When the drill down is within Sales Order Entry, staff can save time and keystrokes and even add an item from history to the current order.

### Stock Never Runs Dry

Sales and purchasing history is analyzed to help Main Line make smart purchasing decisions for its busy seasons. “We are able to compare sales activity across various periods and years to help us determine the most appropriate stocking quantities,” explains Grimes. “During the summer season, if we don't have a product in stock when a customer calls, we've lost that sale.”

### Perfect Chemistry

Sage MAS 200 has adapted itself swimmingly from the company's change from straight distribution to a more service-oriented model of business. When combined with Keystone's expert advice and support Grimes says, “MAS 200 lends itself as readily to service and construction as it does to distribution.”



## 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



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