



## Sage MAS 90

**CUSTOMER**  
**M.B. Mumma**  
 www.mbmumma.com

### CORPORATE PROFILE

#### Headquarters

Reading, PA

#### Type of Business

Wholesale jewelry design and manufacture.

### SYSTEM PROFILE

#### Computer System

- Microsoft Windows

#### Sage MAS 90 Modules

- Library Master
- General Ledger
- Accounts Payable
- Accounts Receivable
- Payroll
- Sales Order
- Inventory Management

## A Sparkling Solution For M.B. Mumma

Michael Mumma's family has been in the jewelry business for over eighty-five years. M.B. Mumma no longer has a retail presence, but rather designs, manufactures, and distributes fine diamond and gemstone jewelry to independent retail stores up and down the eastern seaboard. As one of the very few jewelry manufacturers remaining in the United States, M.B. Mumma succeeds by maintaining complete control over the entire manufacturing and distribution process and backing its creations with unparalleled service.



### Engaging A New Partner

M.B. Mumma has relied on Sage MAS 90 for over a decade. Michael Mumma credits the efficiencies Sage MAS 90 delivers with his company's ability to compete against low-priced imported jewelry and has never considered changing software. Mr. Mumma's strong commitment to excellence within his company extends to the companies he does business with; he expects an equal commitment to quality and service from those business partners. So, when he saw a decline in the service from his prior Sage MAS 90 reseller, Mumma began to seek out a new business partner.

"I liked the principals at Keystone Software immediately," says Mumma. "Not only are they experts professionally, they're fine people personally." M.B. Mumma made the switch to Keystone Software Solutions six years ago, and has never looked back.

### Worth Their Weight In Gold

The rapidly fluctuating price of gold results in frequent variations in the price of M.B. Mumma's products. Keystone's consultants developed a sophisticated, yet simple to use Access database that allows M.B. Mumma to ensure that it is valuing and pricing its inventory appropriately. Staff enters the current price of gold each day, and the program calculates the price of each item in its inventory which

#### CHALLENGE

Find a new technology partner with skill, experience, business expertise, and a commitment to service.

#### SOLUTION

Sage MAS 90 Distribution Solution, expertly implemented and supported by Keystone Software Solutions.

#### RESULTS

A long-term partnership with a trusted partner and a powerful software solution give company a competitive edge.

**“We rely on Keystone for all of our technology needs. We do what we do best, and they do what they do best.”**

Michael Mumma  
M.B. Mumma

utilizes gold. The updated pricing is imported into Sage MAS 90 ensuring that M.B. Mumma is always working with the most current price.

“We rely on Keystone for all of our technology needs,” explains Mumma. “We do what we do best, and they do what they do best.”

Keystone recommended a quality laser printer to replace M.B. Mumma’s aging dot matrix printers. Expensive pre-printed forms were then abandoned in favor of professional, graphical forms Keystone developed using Crystal Reports.

Keystone also designed a product label that is printed for each finished item detailing the raw materials such as the amount of gold and gemstone carat weight.

### **Sage MAS 90 Is Gold Standard**

Mumma credits Sage MAS 90 and Keystone Software with supplying the efficiencies that allows M.B. Mumma to compete in a marketplace known for tight margins and high costs.

Armed with comprehensive data concerning raw material costs, item revenue, and historical sales trends, Mumma says the company has been able to keep its overall costs low, and consequently his revenue per employee is high in comparison to his competitors.

The availability of detailed sales histo-

ry within Sage MAS 90 means that Mumma can analyze purchases and sales from virtually any angle. “I can tell how much gold and how many diamonds I bought last year, and at what cost. This allows me to make strategic buying decisions for this year, based on forecasted sales volume.”

M.B. Mumma’s sales staff uses detailed customer sales reports during sales calls. “By showing the customer precisely what they purchased last month, last year, and in prior years we’re able to recommend reorder quantities and get sales we might not otherwise get.”

Using reports that show him what components there may be a surplus of, and what finished good items those components are a part of, Mumma can decide to step up production of those items to use the excess, making the best use of the expensive components and ensuring a rapid turn of stock.

### **A Gem Of A Partnership**

Keystone frequently offers recommendations and referrals for products and services that help M.B. Mumma’s business operations. Mumma is impressed with what he sees as Keystone’s sincere commitment to his company’s success.

“Keystone is our one-stop solution,” says Mumma. “I wouldn’t know who else to call.”



## **KEYSTONE SOFTWARE SOLUTIONS**

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• 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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