



MAS 500

CUSTOMER

Sunset Mortgage Company, LC
www.sunsetmortgage.com

CORPORATE PROFILE

Headquarters
Chadds Ford, PA

Type of Business
Mortgage Banker

SYSTEM PROFILE

Computer System

- Microsoft Windows

MAS 500® Modules

- General Ledger
- Cash Management
- Accounts Payable
- Accounts Receivable

MAS 500 Is Stellar Solution For Sunset Mortgage

Low interest rates and brisk home sales add up to big business for the mortgage banking industry, which has seen tremendous growth over the past several years. Sunset Mortgage Company, unique in an industry dominated by diversified financial services giants and banks, remains focused on home mortgage loans—to enormous success. The company, headquartered in Chadds Ford, PA, has enjoyed record revenues and rapid expansion, originating over \$6 billion worth of home loans in 2004. With 350 branches in 46 states, Sunset Mortgage is a major player in every market in which it competes.



On Borrowed Time

Just two years ago this booming company kept its books on the entry-level Peachtree Software®. While perfectly acceptable for a small business, Sunset's transaction volume and user count were pushing Peachtree to its limits. Steve Rickel, CFO at Sunset recalls calling the technical support department one day after the program crashed, "They told me flat-out that Peachtree was not designed for the volume we were pushing through it—we were trying to put five pounds of sand in a three-pound bag."

Rickel wanted a solution that would not only meet Sunset's immediate needs, but would scale to meet the company's needs in the future. With plans to open several new offices, remote connectivity over a secure connection was crucial, as was the capacity to handle huge volumes of data. Since each branch as its own profit center, the ability to track revenue and expenses by individual branch was imperative, as was the ability to produce consolidated financial statements for a given region.

Solution On The Horizon

After a comprehensive search of the available products, Sunset selected the MAS 500® solution from Best Software. A recommendation from a colleague led Rickel to **Keystone Software Solutions**, a Best Software Authorized Partner.

CHALLENGE

Replace underpowered software with a scalable solution. Allow remote connectivity. Support high transaction volume.

SOLUTION

MAS 500, expertly implemented and supported by Keystone Software Solutions.

RESULTS

Powerful, scalable software solution. High-speed, high volume processing. Tangible labor and cost savings. A trusted partner.

“Keystone went beyond our expectations, proactively addressing potential problems before they emerged.”

“They add the value that makes MAS 500 work for us.”

Steve Rickel
CFO
Sunset Mortgage

Keystone informed Rickel of the competitive pricing available to Best Software customers upgrading from other products in the Best Software product family (such as Peachtree) to MAS 500, and the deal was sealed.

Rickel compliments Keystone on their professionalism and creativity, “I would give Keystone a challenge, a vision of what I wanted. They created solutions from my visions. They recommended ways for us to process our data more efficiently that we had never thought of. They went beyond our expectations, proactively addressing potential problems before they emerged. I love that in a business partner.”

High Volume Transactions

At Sunset Mortgage accounting functions are all performed centrally, with each branch forwarding payables invoices as well as revenue data to the corporate office. MAS 500 easily supports the company's 400 bank accounts, ably processes more than 100,000 AP vouchers, and tirelessly churns out more than 40,000 checks annually. The efficiency with which MAS 500 handles year-end 1099 processing saved Sunset a minimum of ten processing days over the old system.

The financial data for each branch is kept separately within MAS 500. This allows the generation of financial statements showing the profitability of each branch, while maintaining the ability to produce consolidated financial statements.

Big Payoff

Keystone showed Rickel how to bring

non-financial data such as loan production numbers into the MAS 500 database to include this information in analyses. Since Sunset performs many calculations and analyses in Microsoft Excel, Keystone introduced them to another MAS 500 tool that allows spreadsheet data to upload into MAS 500. This saves countless hours of data entry. On the flip side, data may be exported from MAS 500 to Excel with a single click.

Keystone created an import procedure that brings the data from Sunset's loan origination software into MAS 500, automating the postings involved in each loan transaction, and saving the data entry of over 25,000 transaction lines each year. That savings, Rickel says, amounts to the labor of one full-time person, “We're able to do more with less.”

When Sunset recently opened regional offices in California and Oregon, it could have saved money by using local implementers. But instead Rickel chose Keystone. To Rickel, the reason is simple, “I want the best people on the job, and Keystone is the best.” These two regional offices connect to headquarters' MAS 500 server via secure remote connection. “The implementations were seamless,” says Rickel, “Perfect.”

Rickel praises MAS 500, but gives credit for the success of the project entirely to Keystone. “MAS 500 is an accounting application—a great application, but it is Keystone Software Solutions that makes it unique. They add the value that makes MAS 500 truly work for us.”

Just like Sunset Mortgage, Keystone focuses on what they do best, and says Rickel, “They do it very, very well.”



KEYSTONE SOFTWARE SOLUTIONS

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

best
software
Authorized Partner
Select

 **Keystone**
SOFTWARE SOLUTIONS
INC.

(800) 289-9109

www.keystonesoftware.com