



CUSTOMER SUCCESS STORY

**CUSTOMER**

Hartland Controls, LLC

**INDUSTRY**

Electrical switching equipment

**LOCATION**

Sterling, Illinois

**Number of Locations**

One

**Number of Employees**

30

**SYSTEM**

Sage MAS 500

**Modules in Operation**

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Material Requirements Planning
- Purchase Order
- Advanced Manufacturing
- Inventory Management
- Sales Order
- Shop Floor Control

## Hartland Controls Makes the Switch to Sage MAS 500

“At last we have a real enterprise resource planning system. And it didn’t break the bank.”

Bob Schrader, operations manager at Hartland Controls, was tired of limping along with QuickBooks. The company, which makes contactors, relays and other electrical switching equipment for heating, ventilation, air conditioning, and refrigeration manufacturers, was only a few years old but had already outgrown its original software. “QuickBooks had no inventory control tools,” Schrader explains. “We didn’t know what was in stock. Our vendor lead times can be up to 16 weeks, yet customers expect shipments in just two weeks. Two of us wasted half a work week each deciding what to order. What a mess!”

**“Bang for the Buck”**

Having implemented enterprise resource planning (ERP) solutions at other firms, Schrader braced himself for sticker shock when shopping for an upgrade. “I was amazed at how reasonably priced Sage MAS 500 ERP is compared with all its



competitors—and yet how resource-rich it is,” he comments. “In fact, Sage MAS 500 does much more than the ERP application that I implemented at a previous company for nearly half a million dollars. The bang for the buck is unbelievable.”

Hartland Controls uses Sage MAS 500 to enter sales data and track open orders. These often contain multiple release dates. An HVAC manufacturer may order 300 relays a month for the next 10 months, for instance. Sage MAS 500 will create a single order with 10 different lines, and an equal number of ship dates.

**CHALLENGE**

QuickBooks lacked inventory planning and warehouse management tools, so nobody knew what should be ordered from overseas vendors, hampering the company’s growth.

**SOLUTION**

Sage MAS 500 with manufacturing, inventory control, and financial management modules.

**RESULTS**

Ordering that was previously a full-time job is now done in 20 minutes per week; stock outages have been eliminated; system resulted in a \$3,000 a month reduction in air freight costs.



Your business in mind.

