



CUSTOMER SUCCESS STORY

CUSTOMER

Performance Solutions

INDUSTRY

Engineering & technical services

LOCATION

Mooresville, North Carolina

Number of Locations

Four

Number of Employees

95

SYSTEM

Sage MAS 500

Modules in Operation

- Accounts Receivable
- Accounts Payable
- General Ledger
- Cash Management
- Project Accounting
- eTimesheets
- Purchase Order
- Alerts

Performance Solutions Engineers Better Service with Sage MAS 500

Being the fifth fastest growing company in the state can have its disadvantages—like outgrowing the business software you're accustomed to.

"We'd used Sage MAS 90 to manage our firm for eight years, and were very satisfied," says Phil Burns, treasurer of Performance Solutions Group, an Indianapolis-based engineering and technical services firm. "But as we focused our attention on the pharmaceutical industry and expanded to our staff to nearly 100, it became critical to add a high-powered project management system. That meant moving up to Sage MAS 500 with Project Accounting."

Performance Solutions Group is actually a holding company for three smaller firms. It uses Sage MAS 500 for all of its finances, the Project Accounting module to automate tracking employee hours and budgets, and eTimesheets for remote timecard entries.

Project Accounting Efficiencies

"We bill for our services by the hour, like a law firm, and one project manager might be working on five different accounts at



once," explains Burns. "Without Project Accounting, it was extremely difficult to determine whether we were within budget on each one. We might have to wait until the end of the month to learn that a bucket of money was maxed out, and then it would be too late to take action.

"Now employees submit timesheet and expense information electronically using the eTimesheets module, eliminating the hassles of paper forms," he continues. "This gives us real-time data, for better strategic decisions. I estimate that Sage MAS 500 is saving us three hours per project every week—a significant improvement."

CHALLENGE

Rapid expansion demanded robust project accounting capabilities integrated with enterprise-scale financial management system.

SOLUTION

Upgrade from Sage MAS 90 to Sage MAS 500 with Project Accounting, eTimesheets and Alerts.

RESULTS

Saving up to three hours per project per week in time-tracking tasks; inter-company transactions require one step rather than two; company sees clear competitive advantage.

