

## SAGE MAS 90



### CUSTOMER SUCCESS STORY

#### CUSTOMER

ATM Components & Technology, Inc.

#### INDUSTRY

ATM components: manufacturer, distributor, repair, and training

#### LOCATION

Springboro, Ohio

#### Number of Locations

One

#### Number of Employees

42

#### SYSTEM

Sage MAS 90

#### Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bill of Materials
- Business Alerts
- Credit Card Processing
- e-Business Manager
- General Ledger
- Inventory Management
- Purchase Order
- Return Merchandise Authorization (RMA)
- Sales Order
- StarShip
- Work Order
- Sage FAS
- ACT! by Sage
- Visual Integrator

## ATM Components & Technology, Inc. Gives Faster Cash with Sage MAS 90

The reliability we take for granted in automated teller machines (ATMs) can often be attributed to components from ATM Components & Technology. Since 1989 As ATM Components & Technology has served the ATM industry, first with maintenance services and later by designing replacement circuit boards and developing new internal parts.

Fortune 500 companies count on ATM Components & Technology products for enterprises around the world. ATM Components & Technology stays on the cutting edge of ATM technology, and is currently working on parts for a new generation of devices, including circuit boards and enclosures.

As ATM Components & Technology shifted its focus from maintenance to manufacturing, it quickly outgrew its shoebox accounting system. The Sage MAS 90 ERP system was the logical choice for an end-to-end business solution. Mike Stebbins became ATM Components & Technology's IT consultant, helping on a part-time basis with training and



controllershship duties. When he was hired as the CEO, he began ramping up the capabilities of Sage MAS 90, adding modules that would make the company more efficient and profitable.

"I knew a lot about Sage MAS 90, having used it in a former position, then supporting it as a reseller, and now investing in it for my own company," Stebbins notes. "That speaks volumes for my belief in the product."

#### Easy Online Ordering

ATM Components & Technology's most recent Sage MAS 90 module acquisitions include e-Business Manager, Business Alerts, Credit Card Processing, and StarShip. They

#### CHALLENGE

Growth limited by order input capabilities; international order processing slowed by wire transfer delays.

#### SOLUTION

Sage MAS 90 with e-Business Manager, Business Alerts, Credit Card Processing, Return Merchandise Authorization, StarShip, and other financial and manufacturing modules.

#### RESULTS

Online ordering currently reducing costs by 10 percent, with anticipated savings rising to 25 percent; three days trimmed off delivery time with credit card processing.



Your business in mind.

*"Whether we're using the Sage MAS 90 for financial, manufacturing or e-commerce management, we have the data we need at our fingertips in an intuitive, easy-to-configure format."*

—Mike Stebbins  
CEO

ATM Components & Technology, Inc.

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



have modernized the company from top to bottom.

"An increasing number of our customers are now placing orders online, thanks to the convenience and usability of e-Business Manager," says Stebbins. "The module saves our sales representatives a great deal of time, since they don't have to input sales orders. Customers like the system, too, because they receive automated fulfillment information. Right now we're experiencing efficiencies of about 10 percent from online ordering. We expect this figure to increase to as much as 25 percent when we enhance our site catalog with photos."

The Business Alerts module keeps management informed by sending e-mail notifications on key operations. "I have Business Alerts send me an e-mail about any large orders that come in, so I can give these orders my personalized attention. We use Business Alerts to notify purchasing and production managers whenever stocks get low. In the future, we will also use the module externally, letting customers know through e-mail about the status of their order."

### Global Credit Card Sales

Credit card processing with Sage MAS 90 has been "a real blessing," according to Stebbins. "Setting up credit for new customers can hold up delivery," he says. "By charging to a credit card, we can process the order immediately. Also, credit cards are terrific for international transactions. We don't have to wait for funds to be wired—shaving as much as three days off a shipment."

The StarShip module has automated shipping at ATM Components & Technology. "We're seeing the most benefit from StarShip in improved accuracy," Stebbins says. "Before, we had to manually enter shipping charges and distinguish between freight collect and prepaid transactions,

which inevitably resulted in errors. Now the system does everything for us. Plus, the system determines which of our eight different box sizes is most appropriate, important since both UPS® and Fed Ex have a surcharge for oversized boxes."

Stebbins likes the integrated design of Sage MAS 90 and its robust capabilities. "If we make a change in one module, Sage MAS 90 automatically updates the information everywhere else. Also, we have the space to record our own inventory numbers as well as the ten-digit numbers from our OEMs,, which customers often prefer. Some OEMs give our parts ten different numbers, depending on what they're using them for, so the alias feature in the inventory module comes in very handy."

Best of all, in Stebbins' opinion, is the system's ease of use. "Every time we train someone new, they comment on how user-friendly Sage MAS 90 is. Whether we're using Sage MAS 90 for financial, manufacturing, or e-commerce management, we have the data we need at our fingertips in an intuitive, easy-to-configure format."

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