



## CUSTOMER SUCCESS STORY

**CUSTOMER**

Artistic Tile, Inc.

**INDUSTRY**

Luxury tile and stone

**LOCATION**

Secaucus, New Jersey

**Number of Locations**

Six retail showrooms, one wholesale distribution center

**Number of Employees**

95

**SYSTEM**

Sage MAS 200

**Modules in Operation**

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Business Alerts
- Crystal Reports®
- Custom Office
- FAS Asset Accounting
- General Ledger
- Inventory Management
- Purchase Order
- Return Merchandise Authorization (RMA)
- Sales Order
- Visual Integrator
- Work Order
- StarShip

## Artistic Tile Brings Art to Life With Sage MAS 200

An Israeli sculptor chisels rare Jerusalem stone. A master craftsman in Italy inlays semiprecious stones in a precise marquetry design. A New Jersey artist casts solid bronze in ancient Celtic patterns to create tiles of gothic mystery. These and other devoted artists have a kindred spirit in Nancy Epstein, who commissions hundreds of exclusive designs each year for her company, Artistic Tile.

Epstein first became involved in interiors when she designed furniture for her son's bedroom—and was hired as the cabinetmaker's designer. She expanded from cabinets to decorative plumbing, tile, and stone and eventually bought out the interest of the cabinetmaker in Artistic Bath and Tile, as the firm was then known. When local suppliers shrank inventories in tile and stone, she decided to become an importer herself. Her firm now contracts with tilemakers as far away as China, India, and Argentina.

In addition to hand-wrought luxury tile and stone products, Artistic Tile also offers decorative fixtures, fittings, accessories, and comprehensive professional design services.



Its showrooms can be found in some of America's most prestigious design locations, including downtown Manhattan and Washington, D.C.

**A Work in Progress**

For years Artistic Tile relied on Sage BusinessWorks Accounting as its accounting software. "Sage BusinessWorks is probably the easiest, most wonderful product out there for small businesses," says Nancy Epstein, president and founder.

But then the company grew. Its business system requirements became more complex. Coding inventory by dye lots, accessing stock information from multiple locations,

**CHALLENGE**

Upgrade to a system that can manage increasingly complex business and inventory requirements, including automating purchase orders and linking multiple locations.

**SOLUTION**

Sage MAS 200 financial and distribution modules.

**RESULTS**

Streamlined automation from A to Z; seamless data flow and easy access to critical data; enabled more efficient merchandise allocation; projected \$200,000 savings in reduced man-hours and errors.

