

SAGE MAS 90



CUSTOMER SUCCESS STORY

CUSTOMER

RE/MAX of New Jersey, Inc.

INDUSTRY

Franchisor of RE/MAX
real estate offices

LOCATION

Moorestown, New Jersey

Number of RE/MAX Franchises

130

Number of Employees

12

SYSTEM

Sage MAS 90

Modules in Operation

- General Ledger
- Accounts Payable
- Accounts Receivable
- Crystal Reports
- Bank Reconciliation
- Inventory Management
- Purchase Order
- Sales Order
- Business Alerts
- Fixed Assets

Sage MAS 90 Keeps RE/MAX of New Jersey "Above the Crowd!®"

No one in the world sells more real estate than RE/MAX. Perhaps that's because of its revolutionary business model. In exchange for paying a management fee and a share of the monthly office overhead, associates keep a maximum portion of their commissions. From humble beginnings in 1973 as "a pad of paper and a dream," RE/MAX International, Inc. now sets industry milestones, being the first real estate company in the United States to top one million sales transactions in a single year. The company won Income Opportunities magazine's coveted #1 Real Estate Franchise Award in 1996, and earned Worth magazine's prestigious Reader's Choice: Best of 1999 Award as well.

Old System "Maxed Out"

Although affiliated in an international network, each RE/MAX region is independently owned, selling franchises to qualified broker-owners and providing advertising and public relations support services to boost revenue. They're also responsible for their own financial systems, although the parent company



provides a proprietary management system called RMS, a database for tracking agents' performance, maintaining invoicing, and performing accounts receivables.

RE/MAX of New Jersey had long relied on an off-the-shelf software package that ran in DOS for accounts payable and general ledger. Stacey Seligman, the newly appointed controller, couldn't believe its inflexibility. The program wouldn't let her manipulate data, didn't provide accurate aging of accounts payable, and couldn't display complete vendor payment history.

"I hated the thing," she says. "You couldn't add or delete anything, or pull out one account for an inquiry. Instead, it made you

CHALLENGE

Replace manual and paper dependent system with an automated, integrated accounting system that provides advanced reporting and financial capabilities.

SOLUTION

Sage MAS 90 financial modules integrated with RMS, RE/MAX's proprietary management system.

RESULTS

Sophisticated reporting at a touch of a button; balance sheets in about a minute; accurate accruals without days of prep work; streamlined data flow; automated processes save one week of man hours per month.



Your business in mind.

