



CUSTOMER SUCCESS STORY

CUSTOMER

Xtrac, Inc.

INDUSTRY

Motorsport transmission distribution, engineering, sales, and service

LOCATION

Indianapolis, Indiana

Number of Locations

One

Number of Employees

Eight

SYSTEM

Sage MAS 90

Modules in Operation

- System Manager
- General Ledger
- Accounts Payable
- Accounts Receivable
- Custom Office
- Inventory Management
- Library Master
- Purchase Order
- Sales Order
- Visual Integrator
- Microsoft FRx Desktop

Xtrac, Inc., Revs Up Revenues with Sage MAS 90

Formula One. World Rally. CART. Indy Racing League. Virtually all of the world's top motorsport teams use high-performance transmissions from Xtrac, Inc. The sales and service team work at its 6,500 square foot engineering office and distribution facility in Indianapolis. Components are manufactured direct from CAD data at the parent company in Thatcham, England, to meet deadlines that would have been impossible just a few years ago, delivering Xtrac, Inc., parts on time to customers throughout the world.

When Xtrac, Inc., opened its doors in late 2002, the main focus was to supply the Indy Racing League. So its parent in the U.K. selected Sage BusinessWorks Accounting as Xtrac, Inc.'s accounting software, designed for a modest-sized company. Soon, however, Xtrac, Inc., gathered serious momentum, adding NHRA, GrandAm, Motocross, and other lines. It outgrew Sage BusinessWorks in just one year.

Believers in Sage Software

"We wanted to upgrade quickly and stay within the Sage Software family of



products," explains Lisa Lamott, controller. "I was familiar with Sage Software products from a previous company, and was impressed with their technology. So we selected Sage MAS 90. I'm certainly glad that we did!"

Xtrac, Inc., now relies on Sage MAS 90 ERP to manage all their financials, including customer orders, invoicing, parts ordering, tracking and reporting back orders, inventory control, paying vendors, cutting checks, and accounts receivable and collections. The Sage MAS 90 Inventory Management module provides real-time reporting, so it is not necessary to do a physical inventory check every time they

CHALLENGE

Addition of new business lines caused company to outgrow its initial Sage BusinessWorks accounting system.

SOLUTION

Sage MAS 90 with complete suite of financial and distribution modules provides end-to-end business management, plus facilitates reports for parent in U.K.

RESULTS

Total efficiencies improved by 50 percent; paperwork cut by 20 percent; parent can view financials remotely from England.

