



CUSTOMER SUCCESS STORY

CUSTOMER

Vision Communications Company

INDUSTRY

Two-way radio dealer

LOCATION

Long Beach, California

Number of Locations

Two

Number of Employees

25

SYSTEM

Sage MAS 200

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Management
- Purchase Order
- Return Merchandise Authorization (RMA)
- Sales Order

Vision Communications Sees the Light With Sage MAS 200

The airwaves around Hollywood's hottest film studios are filled with two-way radio signals from Vision Communications. So are most of Los Angeles' downtown high rises, stadium events, and even the Rose Bowl parade. Vision provides radio equipment and service for Southern California customers needing the security that only one-on-one communications provides, and they are authorized dealers for big names like Motorola, Icom, Maxon USA, Globalstar, Wireless Link, and Nextel.

When Vision's business was relatively small, it used QuickBooks for accounting purposes. But QuickBooks only served up to five users, offered limited data storage, and couldn't track product serial numbers. So three years ago, when Vision experienced a growth spurt that hasn't slowed down yet, the company went looking for a higher-capacity system that offered exceptional support.

"Heart of Our Operations"

"Our research showed that Sage MAS 200 ERP had an impressive installed base, great customer support, and a good price point," says Bob Moayeri, co-owner with Mary



Khavarian. "Now Sage MAS 200 is the heart of our operations."

Sage MAS 200 has automated almost everything at Vision Communications. Purchase orders are created in Sage MAS 200, which also receives equipment and is used to scan in serial numbers of deliveries. The system provides real-time inventory, so Vision knows exactly how many items are in stock, and where they are located by bin. Moayeri estimates this has reduced total inventory by 25 percent.

Instant Inventory Searches

"Before, inventory tracking was one of our hardest tasks, because I was the inventory

CHALLENGE

Vision had outgrown QuickBooks both in terms of maximum users and lack of serial tracking and performance.

SOLUTION

Sage MAS 200 with a full complement of financial and inventory modules.

RESULTS

Inventory streamlined by 25%, saving 40% of the time previously required for processing Motorola payables; saving hours with each payables or warranty inquiry; and half of the time spent on shipping and inventory queries.

