

CUSTOMER SUCCESS



## Staffing Firm “Cuts to the Chase” with Sage MAS 500

“We’d become way too big to run on QuickBooks.”

Chase Staffing Services knew without a doubt it was past time to replace its business software. “We’d pushed QuickBooks to the limit,” says Lisa Lepping, controller. “The system was painfully slow. It didn’t have adequate reporting capabilities. And it could not handle our branch activities. We needed a robust replacement that would automate financials and integrate with a front-end system, which we also needed.”

The Atlanta-based staffing agency has grown from seven to 62 branches in just seven years, and anticipates doubling again in the next three years. It has won the Pacesetter Award four times for being one of the city’s fastest growing companies, and qualifies as one of the nation’s Top 100 staffing firms by size. Chase attributes the success to a commitment to Biblical teachings in the workplace, and a tight family-like culture where people genuinely care about one another.

### Chase Chooses Sage MAS 500

Chase replaced QuickBooks with Sage MAS 500 ERP and a complete suite of financial modules. At the same time, it deployed TempWorks, front-end software designed specifically for temporary staffing companies like Chase, with a custom interface designed by their reseller. The two systems will soon integrate seamlessly, for a smooth end-to-end solution.

“We use Sage MAS 500 for all of our accounting tasks, including general ledger, payables, receivables, purchase orders, and cash management,” explains Lepping. “In addition, we rely on it for sophisticated budgeting and reporting purposes.”

### Bankers “Amazed”

The most dramatic improvement Lepping noticed was in preparing monthly closing statements. “It used to take me four days to prepare a profit and loss report, and I’d have to work all weekend. Now I can do the job in two days—sometimes even one. Our bankers are amazed. They say they don’t know anyone who can do P&Ls in a single day.”

**Customer:**

**Chase Staffing Services**

**Industry:**

Staffing

**Location:**

Atlanta, GA

**Number of Locations**

62

**Number of Employees**

6,000

**System:**

**Sage MAS 500**

- Advanced Allocations
- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- Data Porter
- General Ledger
- Purchase Order
- System Manager
- FAS 500 Asset Accounting

**CHALLENGE**

QuickBooks was much too slow and limited to manage a \$100+ million company.

**SOLUTION**

Sage MAS 500 with full complement of financial modules for a complete enterprise management system.

**RESULTS**

Time to close books has been cut by more than half; processing time for payables reduced by one week; paper flow from branches nearly eliminated.

Using the Advanced Allocations module, Lepping distributes expenses from the corporate office to the branches based on sales volume. "An example would be a regional vice president or manager who is responsible for many branches," she notes. "The module makes it easy for me to spread the cost of their salary and benefits appropriately, for clearer reporting."

#### **Paperless Processes**

Sage MAS 500 has delivered impressive improvements in bill processing, too. "With QuickBooks, we were forced to mail paper copies of bills back and forth between the branches and headquarters for approval," Lepping notes. "With Sage MAS 500, everyone has access to the accounts payable and general ledger systems. That means that we can review payables online and approve them, eliminating paperwork. As a result, we have cut processing time by an entire week."

Chase's reseller modified Sage MAS 500 to meet the firm's unique needs. "Our reseller has been absolutely wonderful," says Lepping. "Not only did they hold our hand throughout the entire implementation process, but they have taken the time to really understand our business. They've created additional fields to do things like track workers compensation claims by vendor, customizing the product in ways that make it a tighter fit for us."

Lepping sees Sage MAS 500 as contributing to the larger vision of Chase Staffing. "As Roy F. Abernethy, our CEO and president, said last Christmas, our goal is to make the world a better place by putting people to work. We do this quickly, and try to get them the best possible job for their skill level. Sage MAS 500 helps us help others by making us more productive, and letting us continue to grow throughout the foreseeable future."

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#### **ABOUT SAGE SOFTWARE**

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

