

CUSTOMER SUCCESS



Greater Dallas Chamber of Commerce Manages Diverse Slate

The Greater Dallas Chamber of Commerce is a community organization of business professionals supporting the economic vitality of the Dallas metropolitan area.

System Replacement Needed

The chamber had been using a 10-year-old computer system and an outdated accounting application. Written in a language typically reserved for highly technical engineers, the accounting software had demanded extensive custom programming.

The chamber administers numerous business, community, and educational programs, each of which has a distinct “program group” hierarchy subdivided into departments. Separate expense and revenue accounts are required for the numerous programs and respective subdivisions.

“Many of the functions we needed the system to perform had to be hard-coded, requiring a programmer, and that was expensive,” says Nancy Cheshier, the Dallas Chamber’s director of accounting. The chamber decided it needed to make a change.

Unchallenged Efficiency

Cheshier set out to find a powerful accounting program that could be molded to the chamber’s highly individual needs and modified easily without a programmer. After installing a new computer system utilizing Microsoft Windows and SQL Server, Sage MAS 500 was identified as the optimum accounting solution for this environment.

While price and support were factors in favor of Sage MAS 500 ERP, Cheshier says she was convinced by one irrefutable demonstration. “Government regulations require us to track vendor information in a particular manner that’s not customary for accounting software,” explains Cheshier.

She says the software was configured in 15 minutes to handle those requirements.

Customer:

Greater Dallas Chamber of Commerce

Industry:

Non-profit government agency

Location:

Dallas, Texas

Number of Locations

10

Number of Employees

60

System:

Sage MAS 500

- eExecutive
- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Manager

CHALLENGE

Replace high-maintenance, archaic accounting application with a powerful business solution that can be tailored to meet diverse business needs and easily modified.

SOLUTION

Sage MAS 500 financial modules.

RESULTS

Configured for government requirements in 15 minutes; 91% cut in financial processing time; comparative reports and superb analysis capabilities; easy transitions between internal and IRS expense function modes.

Following installation of Sage MAS 500 in November 1996, the chamber uploaded data during December and ran financials live on the new program in January. Cheshier says she was thrilled by its performance.

“On the old system, running financials was a headache. I’d have to run journal entries, post them, run the general ledger, run an update to the report writer, then run the financial statements. The process consumed an hour or more,” she recounts. “Sage MAS 500 does it all in five minutes.”

Cheshier applauds the program’s prompt screens that helped her upload the chamber’s prior year’s chart of accounts through Microsoft Excel spreadsheets, giving her the means to run comparative financial reports. Sage MAS 500 also has enabled her to post accounts payable information into the general ledger by vendor name rather than by vendor number, an invaluable aid to the research required for staff support. In addition, the system allows her to shift reporting modes from the departmental focus she uses for internal reporting to expense function reporting required by the IRS.

“The greatest strength of Sage MAS 500 is its flexibility,” says Cheshier. “It helps make a difficult job much easier.”

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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.

