Performance Solutions Engineers Better Service with Sage MAS 500

Being the fifth fastest growing company in the state can have its disadvantages—like outgrowing the business software you're accustomed to.

"We'd used Sage MAS 90 to manage our firm for eight years, and were very satisfied," says Phil Burns, treasurer of Performance Solutions Group, an Indianapolis-based engineering and technical services firm. "But as we focused our attention on the pharmaceutical industry and expanded to our staff to nearly 100, it became critical to add a high-powered project management system. That meant moving up to Sage MAS 500 with Project Accounting."

Performance Solutions Group is actually a holding company for three smaller firms. It uses Sage MAS 500 for all of its finances, the Project Accounting module to automate tracking employee hours and budgets, and eTimesheets for remote timecard entries.

Project Accounting Efficiencies

"We bill for our services by the hour, like a law firm, and one project manager might be working on five different accounts at once," explains Burns. "Without Project Accounting, it was extremely difficult to determine whether we were within budget on each one. We might have to wait until the end of the month to learn that a bucket of money was maxed out, and then it would be too late to take action."

"Now employees submit timesheet and expense information electronically using the eTimesheets module, eliminating the hassles of paper forms," he continues. "This gives us real-time data, for better strategic decisions. I estimate that Sage MAS 500 is saving us three hours per project every week—a significant improvement."

Sage MAS 500 reports make it simple for Performance Solutions to monitor labor utilization as well. "We can analyze what percentage of time is billable, either by department or by individual employee, selecting criteria using easy drop-down menus," notes Burns. "If the percentages are not where we want them, we need to find out why." Other reports compare actual and estimated costs, to prevent budget overruns.

Customer:

Performance Solutions

Industry:

Engineering & technical services

Location:

Mooresville, North Carolina

Number of Locations

Four

Number of Employees

95

System:

Sage MAS 500

- Accounts Receivable
- Accounts Payable
- General Ledger
- Cash Management
- Project Accounting
- eTimesheets
- Purchase Order
- Alerts
- Warehouse Management

CHALLENGE

Rapid expansion demanded robust project accounting capabilities integrated with enterprise-scale financial management system.

SOLUTION

Upgrade from Sage MAS 90 to Sage MAS 500 with Project Accounting, eTimesheets and Alerts.

RESULTS

Saving up to three hours per project per week in time-tracking tasks; inter-company transactions require one step rather than two; company sees clear competitive advantage.

Action Alerts

A wide variety of alerts built into Sage MAS 500 keep employees on their toes. "We send out an alert to managers reminding them of weekly timesheet deadlines," Burns says. "They get another alert if they don't turn in their approvals on time. This has been great for keeping all of our information current."

A project channeling alert notifies managers when contracted amounts are 50 percent, 75 percent and 90 percent spent. "The alert can be a real eye-opener. You might think you have two more weeks of funding, when in reality there are only a few days left. The alert keeps you from slipping up, without wasting a lot of time going through paper timesheets," he comments.

Project leaders and the accounting department receive alerts when a new job is set up in the system. "Our accounting group handles the contract rates, based on their analysis of historical costs," says Burns. "Project leaders see hours, but are not given profitability figures. Sage MAS 500 facilitates this reporting requirement very well."

Burns also likes the Cash Management module, which he uses for cash flow modeling. "As long as my deposits and payables are entered promptly, I have real-time numbers," he notes. "Also, the system has greatly improved inter-company transactions, which used to require two steps. Now they take just one. These transactions can be combined into a single entry, too, saving as much as five hours at the end of each month in data entry and reconciliation. Now that's a beautiful thing."

Empowering Project Managers

Having implemented Sage MAS 500 only eight months ago, Burns says it's impossible to quantify improvements yet. But he has already noticed many intangible benefits throughout the company. "The software empowers project leaders to manage via the web, so that our accounting department becomes purely administrative," he says. "In other words, the software helps project managers help themselves."

He has also seen improvements in company positioning as a result of the new software. "Performance Solutions is all about integrity and service to our clients," he says. "Before, we were giving our

"Sage MAS 500 is saving us three hours per project every week—a significant improvement... The software empowers project leaders to manage via the web, so that our accounting department becomes purely administrative. I'm very glad we upgraded."

clients data in arrears. With real-time information from Sage MAS 500, we have moved into the 21st century, providing the best possible service every single day. I'm very glad we upgraded, as it has accelerated us well ahead of our competition."

ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and midsized 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.

sage software

Your business in mind.