CUSTOMER SUCCESS

Lyle Anderson Builds "Street of Dreams" With Sage MAS 500

"Nowhere else but here." That's how Superstition Mountain Golf and Country Club describes its exclusive community near Phoenix, with two Nicklaus-designed courses and elegant villas, casitas, and custom residences. Set against a dramatic mountain landscape, Superstition Mountain was host to both the "Countrywide Tradition" and "Senior Slam" golf tournaments.

Superstition Mountain is just one of many master-planned communities built by The Lyle Anderson Companies. The firm's projects offer unparalleled golf and club amenities, and feature home sites and luxury homes in the million-dollar range. The company also includes a financing division and owns luxury communities in Arizona, New Mexico, and Hawaii, as well as the internationally renowned Loch Lomond Golf Club in Scotland, host of the Annual Scottish Open tournament.

Dozens of Enterprises

Because The Anderson Companies are comprised of approximately 50 different corporate entities, accounting is a complicated task. For many years, Sage MAS 200 ERP ran the enterprise, along with vertical software products for functions like tracking construction costs and point-of-sale purchases in the pro shops and restaurants. As time went on, processing transactions between different groups often required duplicate data entry, and consolidated financial statements were difficult to create due to the sheer size of the organization.

"We knew from experience what a solid accounting package Sage MAS 200 was," explains Germaine Mirmelli, vice president, finance, for The Lyle Anderson Companies. "So when it came time to expand our system capabilities, we decided to stick with a winner. We went straight to our reseller and upgraded to Sage MAS 500 ERP."

Sage MAS 500 is a robust suite of business applications designed for large, diverse enterprises like The Anderson Companies. Besides flexibility and scalability, key benefits include flexible, quick, and easy inter-company transactions.

Customer:

The Lyle Anderson Companies, Inc.

Industry:

Real estate development

Location:

Scottsdale, Arizona

Number of Locations

Five

Number of Employees

1,000

System:

Sage MAS 500

- Accounts Payable
- Accounts Receivable
- Data Migrator
- General Ledger

CHALLENGE

Integrating financial information from 40 different entities in two countries required multiple data input, causing inefficiencies and allowing error.

SOLUTION

Sage MAS 500 ERP with full complement of financial modules.

RESULTS

Total time required to process payables and data entry time for journal entries streamlined by 20 hours per week.

Automating Accounts Payable

A good example of inter-company complexity comes from paying a phone bill. "We might need to allocate the expense between three different entities," Mirmelli says. "With Sage MAS 200, this would require journal entries for each company. But Sage MAS 500 can be set up so everything is automatic from a single entry. I'd estimate that Sage MAS 500 is easily saving us 20 hours per week from the time we previously spent on accounts payable. Factor in the elimination of the human margin for error by simplifying data entry and the savings are enormous."

Mirmelli runs a wide variety of reports on Sage MAS 500, including trend analyses, cash flow reports by departments, and budget variance reports.

The migration from Sage MAS 200 to Sage MAS 500 was surprisingly smooth. "I give a lot of the credit for our smooth conversion to our reseller," Mirmelli says. "Absolutely no data was lost, which is amazing given how large the system is. A good reseller relationship is essential, so that you have support when you need it. I'm convinced that we have one of the best."

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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.

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