



## C U S T O M E R   S U C C E S S   S T O R Y

**CUSTOMER**

Utah Paperbox Company

**INDUSTRY**

Packaging and boxes manufacturer

**LOCATION**

Salt Lake City, Utah

**Number of Locations**

One

**Number of Employees**

200

**SYSTEM**

Sage FAS 100 Fixed Assets

**Modules in Operation**

- FAS 100 Asset Accounting
- FAS Report Writer

**Other Sage Software Products in Operation**

- Sage MAS 500

## Box Manufacturer Enjoys Benefits of Sage FAS; Adds Sage MAS 500

Founded in 1922, Utah Paperbox Company (UPB) is a vertically integrated packaging and boxes manufacturer, offering a full line of paperboard packaging solutions, creative designs, and prepress services. Maintaining more than 280,000 square feet of facility space, and employing more than 200 people, the company manufactures rigid paper boxes, folding cartons, lithographic laminated corrugated boxes, and point-of-purchase displays.

UPB owns many assets across multiple locations, including computer equipment, printing presses, and machinery. Because some of its largest assets are each worth millions of dollars, it had a program to automate fixed asset depreciation, and ensure accuracy and compliance with government regulations. Over time, it became increasingly difficult to keep up with tax law changes and maintain the company-written system in-house.

In 1986, Teri Jensen, UPB's vice president of finance, purchased Sage Software's FAS Asset Accounting (then known as PC-FAS) to gain the convenience of automatic tax

law updates. Impressed with the software's ease of use and accuracy, Jensen and UPB have remained loyal Sage FAS customers, continuing to upgrade their fixed asset system as new versions of the software become available.

In 2000, the company also implemented Sage MAS 500 ERP (formerly Best Enterprise Suite), a business management solution for midsized companies, to further streamline financial operations.

### Great Sage FAS Features Give Rise to a Loyal Customer

A FAS Asset Accounting customer for over 15 years, Jensen frequently recommends the solution to colleagues.

"Sage FAS is so easy to install and use," said Jensen. "Even though we've gone through several upgrades, we've been able to operate the system without a lot of help. The set-up wizards within Sage FAS make it simple—and when we do have a question, we know we can rely on Sage Software's knowledgeable and courteous technical support staff for help."

**CHALLENGE**

Find a fixed asset accounting solution that provides automatic tax updates. Implement a flexible accounting system that allows easy data import/export.

**SOLUTION**

FAS Asset Accounting—part of Sage FAS Fixed Assets, the industry-leading fixed asset management solution. Sage MAS 500, a highly reliable, robust and integrated series of applications covering all areas of enterprise e-business.

**RESULTS**

Continue to be happy, loyal Sage FAS customer, enjoying its ease of use and automatic tax updates. Integrate data smoothly between FAS Asset Accounting, Sage MAS 500, and other systems. Save time with automated reports.

*"Sage FAS has served me well for more than 15 years," said Jensen. "I have a great deal of confidence in the system's accuracy, and our accounting department has enjoyed the convenience of automatic tax law updates and smooth data integration between FAS Asset Accounting and Sage MAS 500. Most importantly, the Sage Software solutions save UPB time and money."*

—Teri Jensen  
Vice President of Finance  
Utah Paperbox Company

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



These are just a few reasons why Jensen recommends Sage FAS to companies looking for a comprehensive fixed asset management solution.

UPB also brought its tax depreciation process in-house with Sage FAS. "We used to outsource the preparation of our 4562s and other tax forms. With FAS Asset Accounting, we save at least \$500 – \$600 each year in outsourcing fees, plus the time we used to spend collecting information for the CPAs," Jensen added.

FAS Asset Accounting's graphics imaging capability has also proven beneficial to Jensen. "We have very large assets worth \$4 – \$5 million each. When we need to insure these assets, we can show a picture to the underwriter so he/she can see the condition of the machinery, along with the asset's details, including age and value. It's a valuable tool," she said.

### **UPB selects the Right Accounting System—Sage MAS 500**

In 2000, UPB implemented Sage MAS 500 to add efficiency to its accounting processes. Since the company does not use all the Sage MAS 500 modules, the ability to import a wide variety of data into the system was an important factor in Jensen's decision to implement it.

"A huge advantage for us is that Sage MAS 500 makes it very easy to import and export data," said Jensen. "We can link FAS Asset Accounting right to our General Ledger—saving us about an hour of accounting time per month."

The reliability of Sage Software's technical support was another factor that weighed heavily in UPB's decision to go with Sage MAS 500. "I've always been more than satisfied with Sage Software's customer service," said Jensen.

Jensen also felt it would be advantageous to stay with one family of products. Thus, implementing Sage MAS 500 to work with FAS Asset Accounting was an easy choice.

She added, "The report writer [within Sage MAS 500] is a wonderful tool. I've created several reports that were once produced in spreadsheets. Using Sage MAS 500, these reports auto-generate each month, saving us about two days of accounting labor."

### **Sage Software Solutions Enable Smooth Operations**

"Sage FAS has served me well for more than 15 years," said Jensen. "I have a great deal of confidence in the system's accuracy, and our accounting department has enjoyed the convenience of automatic tax law updates and smooth data integration between FAS Asset Accounting and Sage MAS 500."

Jensen concluded, "Most importantly, the Sage Software solutions save UPB time and money."