



CUSTOMER SUCCESS STORY

**CUSTOMER**

Milwaukee Brewers  
Baseball Club

**INDUSTRY**

Major League baseball team

**LOCATION**

Milwaukee, Wisconsin

**Number of Locations**

One

**Number of Employees**

1,400 in season

**SYSTEM**

Sage MAS 500

**Modules in Operation**

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Purchase Order
- Sage FAS
- Abra Payroll
- Abra HR

## Sage MAS 500 Hits a Homer With Milwaukee Brewers

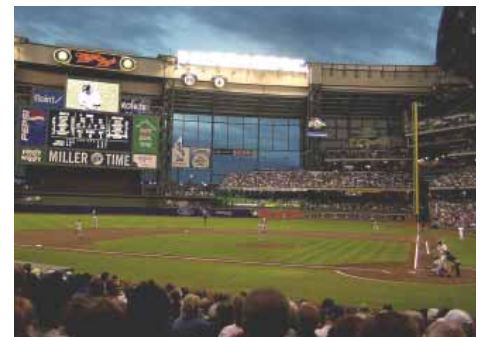
Hank Aaron, Rollie Fingers, and Robin Yount would be proud of their home team for ditching its aging DOS-based business system.

“Our software was slow and it crashed all the time,” says Joe Zidanic, controller for the Milwaukee Brewers. “Each time it went down, we had to reenter an entire day’s worth of data. I worried about it every day.”

The Brewers’ CFO wanted to know what other teams used. “The White Sox recommended our reseller, who helped us evaluate various products. We ranked them all by whether they rated a single, double, or triple. Great Plains was a triple. But Sage MAS 500 hit the home run,” Zidanic says.

**All-Star Software**

Why did Sage MAS 500 ERP score so high? “We needed a solid general ledger package to process accounts payable, but not a lot of retail operations or inventory,” notes Zidanic. “Sage MAS 500 had all the features we wanted at a very competitive price. In addition, our Sage Software business partner



was extraordinary—someone we felt we could rely on for years to come.”

The Milwaukee Brewers now use Sage MAS 500 to issue purchase orders, process accounts payable and accounts receivable, process their cash management, close the books, and produce various financial statements. Sage Abra modules have automated payroll, timecard, and human resources management. The Brewers also use the system to run other subsidiary financials.

“We must report to our ownership and to Major League Baseball, each of whom has its own categories,” says Zidanic. “We also break out minority- and women-owned

**CHALLENGE**

Outdated DOS-based business software was slow and crashed frequently, requiring that a full day’s data be reentered each time.

**SOLUTION**

Sage MAS 500 with full complement of financial modules, plus Sage Abra HRMS modules, such as Abra Payroll, Abra Attendance, and Abra HR.

**RESULTS**

Time required to close books reduced from 15 days to seven; ability to run automated reports saves at least two days of work every month.



Your business in mind.

*"Sage MAS 500 has improved our accounting and reporting processes 100 percent. Finally, we have a system I don't have to worry about. I'm awfully glad we made the switch."*

—Joe Zidanic  
Controller  
Milwaukee Brewers

## 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.



business spending for the Major League Baseball. Sage MAS 500 lets us do all this quickly and easily."

### Grand Slam for Efficiency

Many processes have improved dramatically since implementing the new system. "Prior to getting Sage MAS 500, it took us 15 business days to close the books," Zidanic notes. "Now it takes only seven days. We don't have a lot of staff members, so this frees us up for more financial analysis."

Similar improvements can be found in posting travel and entertainment (T&E) expenses. "Before, we were processing T&Es manually on spreadsheets," Zidanic notes. "They were all lumped into a single number under payroll reimbursement. Now we just run T&Es through the Accounts Payable module, giving us better transparency in accounts payable and cash management, saving two working days a month."

Zidanic also likes the efficiencies that come with an integrated system. "With Sage MAS 500, we are finally able to have our payroll posted automatically into the general ledger," he says. "This contributes to processing our month-end reports even faster."

With Sage MAS 500, Zidanic no longer has to print and mail hard copies of reports to departmental managers. "We can simply e-mail reports, avoiding the nuisance and time of dealing with paper and postage," he says.

### Out-of-the-Ballpark Improvements

Electronic clearinghouse (ECH) debits are being processed faster now, too, thanks to the new system. "We run an ECH debit transmittal report in Sage MAS 500 every week," Zidanic comments, "and send it directly to the bank. This has cut our submittal cycle in half. Before, we were

stuck waiting for the 15th and 30th of the month. Now our payments can be processed in the bank's next run."

The Brewers' reseller scores big with Zidanic for streamlining the team's chart of accounts, which enhanced efficiency even further.

"Sage MAS 500 has improved our accounting and reporting processes 100 percent," says Zidanic. "We now have a system I don't have to worry about. I'm awfully glad we made the switch."

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