



CUSTOMER SUCCESS STORY

CUSTOMER

Component Concepts

INDUSTRY

Battery pack component distributor

LOCATION

Carlsbad, California

Number of Locations

One

Number of Employees

16

SYSTEM

Sage MAS 90

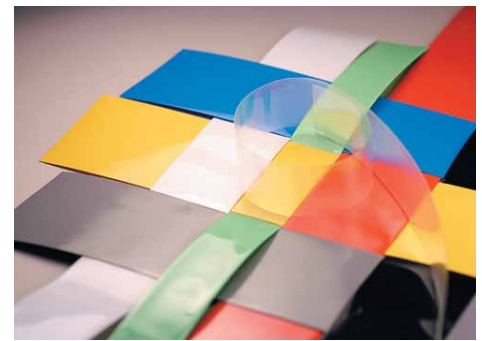
Modules in Operation

- General Ledger
- Accounts Receivable
- Accounts Payable
- Crystal Reports®
- Inventory Management
- Sales Order
- Purchase Order
- Material Requirements Planning
- Bill of Materials
- Bank Reconciliation
- ACT! by Sage
- Custom Office

Component Concepts: Creative Customizing for Sage MAS 90

Component Concepts is truly a business that started in the owner's garage. Just 12 years ago, the company began with a staff of three, distributing everything that battery pack distributors might need. The one-stop-shopping idea worked so well that today Component Concepts has 16 employees and serves customers as far away as Europe and Malaysia. Some of its better-known clients include Panasonic, Sanyo, and Saft, who purchase heat shrink, connector assemblies, insulation, interconnecting tabs, and harnesses for portable electronic products.

When new owners bought the company three years ago, Larry Sippel, vice president, decided to maximize the firm's existing Sage MAS 90 ERP financial software. "I looked at the unused potential available to us in Sage MAS 90, and basically said, 'Holy cow!'" remarks Sippel. "So I got together with our reseller, ordered additional modules, and figured out how things worked. What we have now is an exceptionally efficient system that does all that we need and then some."

**Data for Distributors**

Component Concepts relies on Sage MAS 90 to automate all its financial, sales order, purchase order, general ledger, receivables, payables, inventory, and shipping operations. A third-party enhancement integrates with UPS® or FedEx to track shipments and determine whether the freight is prepaid, billed to the receiver, or third party.

"Sage MAS 90's Custom Office module has proved to be invaluable to me," says Sippel. "I've created about 15 user-defined fields to simplify processes throughout the company. For example, I've made fields to record

CHALLENGE

Underutilized Sage MAS 90 system was serving primarily as a database, and not adequately managing business functions.

SOLUTION

By learning about Sage MAS 90 and expanding its capabilities with a full suite of modules, the company now has end-to-end enterprise financial reporting and management.

RESULTS

Sales and receiving efficiencies of 50 percent; inventory levels reduced by 22 percent, 20 percent savings in shipping and 25 percent faster reporting time; all attributable to Sage MAS 90.

