



CUSTOMER SUCCESS STORY

CUSTOMER

anDea Chocolate and Supplies, Inc.

INDUSTRY

Chocolate manufacturer/distributor

LOCATION

Ontario, Canada

Number of Locations

One

Number of Employees

12

SYSTEM

Sage MAS 90

Modules in Operation

- Accounts Payable
- Accounts Receivable
- ACT! by Sage
- Bank Reconciliation
- Bill of Materials
- Credit Card Processing
- Crystal Reports®
- e-Business Manager
- General Ledger
- Inventory Management
- Purchase Order
- Remote Salesperson
- Sales Order

Sage MAS 90 Sweetens the Pot for anDea Chocolate

Kelly Janssens, part-owner of anDea Chocolate and Supplies, knew there had to be a better way.

Each time she went to a trade show, she faced a nightmare of paperwork. Kelly and her team members scrambled to take orders by hand while also building relationships with customers. Upon returning home, they spent at least two weeks manually adding up orders and entering them into DacEasy software. Batches of credit card orders could take 45 minutes to process during the busy season, since numbers had to be entered twice—once for preauthorization, and again for final authorization. And information in anDea's business system was so inaccurate that reports had become meaningless.

Modernizing with Sage MAS 90

anDea provides chocolate bon bons, truffles, candymakers' supplies, and imported hard candies to wholesalers from Newfoundland to Vancouver. Five major trade shows bring in 40 percent of anDea's revenue every year. So Kelly searched for a PDA tool for remote order-taking, plus a more powerful



business system for overall operations. Her Sage Software business partner suggested Sage MAS 90 ERP with core, distribution, e-commerce and remote access modules as an end-to-end solution.

Implementation of Sage MAS 90 took only seven working days, including successful migration of customer and vendor data and transfer of open receivables, payables, inventory, and bill of materials.

anDea Chocolate now uses Sage MAS 90 to run its entire business. Sage MAS 90 has automated anDea's general ledger, accounts payable and accounts receivable. Thanks to the new system, anDea now has real-

CHALLENGE

Needed a fast, accurate way to take orders at trade shows on a PDA; existing DacEasy software no longer provided required functionality.

SOLUTION

Sage MAS 90 with full suite of financial and manufacturing modules, plus Remote Salesperson and e-Business Manager for e-commerce capabilities.

RESULTS

Each year the system saves 400 hours in trade show order entry; 300 hours on credit card processing, 700 hours from e-commerce efficiencies; and has reduced order turns from two weeks to a day.

