

best

## MAS 200 for SQL Server

### CUSTOMER

Elizabeth Eakins, Inc.  
www.elizabetheakins.com

### CORPORATE PROFILE

**Headquarters**

New York, New York

**Type of Business**

Custom rug manufacturer

**Number of Locations**

Two

**Number of Employees**

42

**Sales**

\$5+ million

### SYSTEM PROFILE

**Operating System**

- Microsoft Windows NT 4.0
- Users on system: 3

**Modules in Operation**

- Accounts Payable
- Accounts Receivable
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order



## Elizabeth Eakins Rolls Out Rare Rugs with MAS 200 for SQL Server

Some of the best things in life are extremely expensive. Consider the custom hand-made rugs produced by Elizabeth Eakins, featured recently in Martha Stewart Magazine. Bring in a sketch, swatch or design concept, and the artists at Eakins will work with expert craftsmen in Scotland, the Philippines, Belgium, Pakistan or India to make a rug to your exact specifications. Some rugs can be delivered in weeks. Larger projects can take up to a year. And the price range

varies too, depending on the complexity of the rug ordered. But it will be a masterpiece of indisputable value, and a unique statement of style for generations to come.

### THE CHALLENGE

Elizabeth Eakins started small five years ago, and bookkeeping tasks were easily accomplished by a woman working part-time at home. But the business grew

CONTINUED

***“MAS 200 for SQL Server was the only product that offered such complete functionality. We liked the fact that it was menu-driven and could handle our present volume — plus much more in the future.”***

---

***Georgia Lipane  
IT Manager  
Elizabeth Eakins Inc.***

---

quickly. Soon it became necessary to hire both an accountant and a controller.

Similarly, the company needed a more robust accounting and financial reporting system than its previous entry-level package allowed. Every order was unique. A new system would have to handle standard accounting duties, yet also be flexible enough to track individualized inventory items.

## THE SOLUTION

Georgia Lipane, IT Manager at Elizabeth Eakins, turned to her Best solutions provider for advice, and discovered that MAS 200 for SQL Server could do everything she needed. Not surprisingly, it would be an unusual application. Billing and invoicing would still be performed in existing products. Then data would be extracted using a custom-written interface for delivery into a Microsoft SQL Server database.

“MAS 200 for SQL Server was the only product that offered such complete functionality,” explains Lipane. “Both the controller and I had used products at previous companies, so we had great confidence that MAS 200 would be user-friendly. We liked the fact that it was menu-driven. Also, we could see that with SQL compatibility it would handle our present volume plus much more in the future.”

Scalability was essential. Elizabeth Eakin’s cotton division had tripled in the last six years. The wool segment of the business had also grown by leaps and bounds. And with a multi-company consolidation in the works, balance sheets and income statements would have to

incorporate complex information in an easy-to-understand format.

Implementation went smoothly. “Our resellers were super-wonderful,” says Lipane. “They knew exactly how to fix the few issues that arose, such as needing more memory on our servers for other applications. And they gave us immediate attention to minimize any inconvenience during the transition.”

Another important feature of the new system has been remote access. Staff in the New York headquarters can obtain information directly from the Connecticut office and vice versa. The accountant can work from home over the Internet thanks to the security of SQL-based firewall products.

“Our owners travel all over the world on business,” Lipane says. “They need to stay up-to-date on operations and financial developments. With our new MAS 200 system, they can be in touch whenever and wherever they like.”

Overall, MAS 200 has taken the rub out of accounting for rug manufacturer Elizabeth Eakins. “I’m really glad we made the change,” Lipane comments. “My job is easier — and throughout the company we all sleep better at night.”



**best**

Best Software, Inc.  
56 Technology Drive  
Irvine, CA 92618-2301  
800-854-3415  
[www.bestsoftware.com](http://www.bestsoftware.com)

©2001 Best Software, Inc. All rights reserved. Reproduction in whole or in part without permission is prohibited. The capabilities, system requirements and/or compatibility with third-party products described herein are subject to change without notice. Contact Best Software for current information.