

MAS 90

CUSTOMER

JC Computer Services

BEST VERTICAL MARKETING PARTNER

Automated Services
Houston, TX
281-497-8882

CORPORATE PROFILE

Headquarters
Alexandria, Virginia

Type of Business
Computer consultant specializing
in office automation, network design,
training and repair

Distribution Territory
Virginia, Maryland and
Washington, DC

Number of Employees
50

Annual Revenue
\$5.2 million

APPLICATIONS

General accounting, sales orders
and invoicing, inventory tracking
and management, financial reporting

SYSTEM PROFILE

Computer System

- Pentium 750 server with
Pentium 500 and 500 workstations

Operating System

- Windows 98/2000

Network

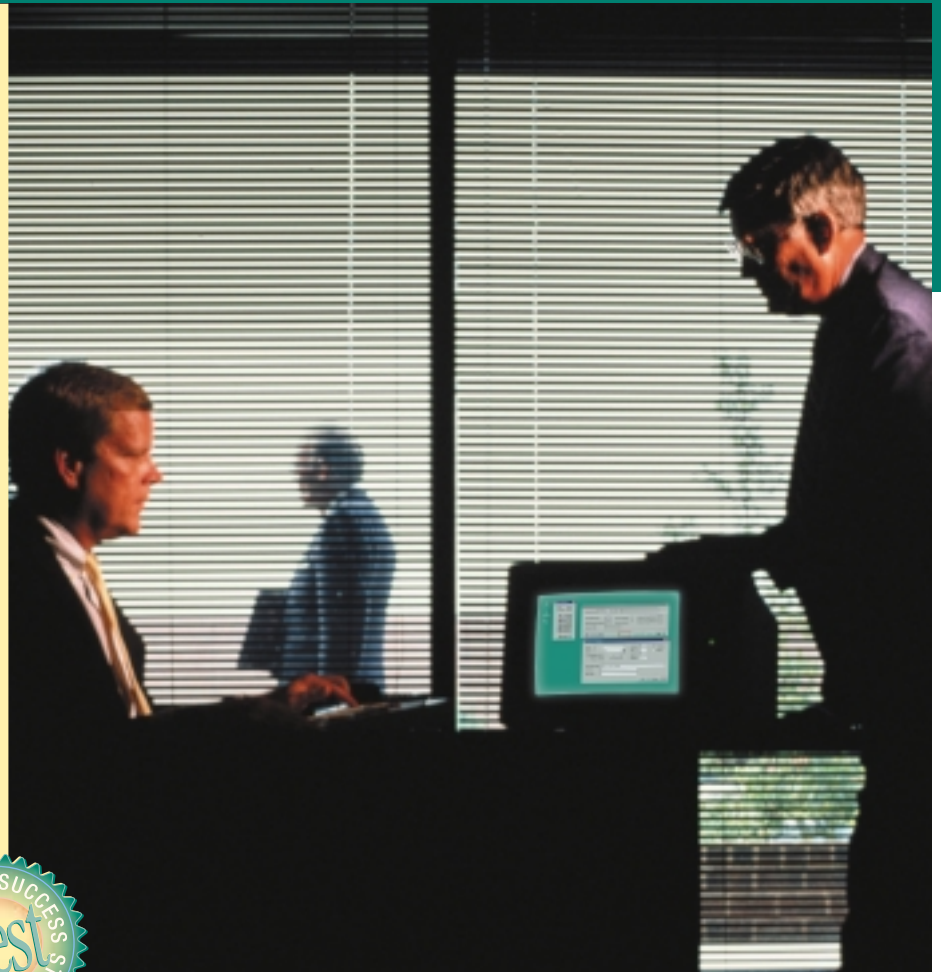
- Windows NT 4.0 server

MAS 90 Modules in Operation

- General Ledger
- Accounts Payable
- Accounts Receivable
- Payroll
- Inventory Management
- Bank Reconciliation
- Sales Order
- Purchase Order

Vertical Module

- Automated Services



Computer Consultant Recommends Only the Best, and MAS 90 is at the Top of His List

THE CHALLENGE

JC Computer Services is a computer consulting firm that was founded in 1985. The first year, sales totaled about \$200,000. The second year, sales rose to \$600,000 — almost a 200 percent increase. Expected sales for fiscal year 1998 were \$5.2 million.

While business was booming during those early years, JC Computer Services was having big problems finding an accounting software package that met their needs,

says Juan Dulanto, company president.

"It's our business to be well informed about computer programs and on the alert for leading edge products, but none of the accounting software programs were doing a very good job at that time," says Dulanto. "We even paid \$15,000 in programming fees and \$20,000 in upgrades, trying to get a program customized to meet our needs, and nothing worked. It all went directly into the garbage can."

“Many people hate their accounting software package, but I love MAS 90. As a computer consultant, I recommend MAS 90 every day, and most people are very impressed and satisfied with the richness of the program.”

*Juan Dulanto, President
JC Computer Services*

THE SOLUTION

JC Computer Services learned about MAS 90 in 1989.

“We were impressed from day one,” says Dulanto. “We realized that MAS 90 was unquestionably the best accounting software package available on the market, and that still holds true today.”

Dulanto has no shortage of specific reasons for being a wholehearted MAS 90 fan. For starters, he says the program is very flexible when it comes to customizing reports.

“Let’s say you want a report on the profit margins of various product lines, or accounts receivables during the last 60 days, or your company’s productivity per day, per customer,” he says. “No matter what information you need, you can usually get it very easily with MAS 90.”

MAS 90’s Payroll module “is the nicest one I’ve ever seen,” says Dulanto. “Payroll is typically difficult with accounting software packages, but MAS 90 handles everything automatically and simplifies the entire process. Once you have your information ready, you can easily process payroll for 50 employees in an hour or an hour and a half, no sweat.”

The Purchase Order module is another reason Dulanto is sold on MAS 90. “In a sense, it talks to your payables,” he says. “If a vendor sends you a defective product or owes you a credit, for example, you just make a notation in Accounts Payable. That notation alerts everyone within your company who might be working with the vendor that there is a problem that needs to be resolved. The system is extremely easy to use and is interactive.”

Dulanto says the Automated Services module, which helps service and repair companies track work orders, equipment records, maintenance contracts, billing, cost and revenue figures, and profitability and performance, is invaluable for his business.

“Once a service request is recorded, a unique job number is assigned to that request,” says Dulanto. “From then on, each activity or transaction related to the service request is logged against that job number, creating detailed analysis information about each service processed.”

Dulanto says Automated Services “works perfectly” with the Purchase Order, Accounts Receivable and Sales Order modules, and minimizes the number of employees needed to track service information. “The Automated Services module also improves accuracy and customer satisfaction, and that definitely improves the bottom line.”

JC Computer Services only uses and recommends the best products on the market, says Dulanto, “and MAS 90 is definitely one of them. Best is a very professional company with a strong commitment to their customers, and that makes the MAS 90 experience pure pleasure.”

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