

best

## MAS 90

### CUSTOMER

Statile and Todd

### CORPORATE PROFILE

**Headquarters**

Springfield, New Jersey

**Type of Business**

Landscaping, nursery and wholesale nursery products

**Distribution Territory**

Northern New Jersey

**Number of Locations**

Three

**Number of Employees**

74

**Combined Revenue**

\$10 million

### APPLICATIONS

General accounting, inventory control, purchasing, payroll, production, distribution

### SYSTEM PROFILE

**Computer System**

- IBM compatible

**Operating System**

- Microsoft Windows

**Network**

- Novell NetWare

**MAS 90 Modules in Operation**

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



## MAS 90 for Windows Grows on Landscape and Nursery Products Firm

### THE CHALLENGE

During the past two decades, three interrelated companies have cultivated thriving landscape architecture and nursery supply enterprises in Northern New Jersey: landscape design firm Statile and Todd, wholesalers L.P. Statile Inc. and Statile Nurseries Inc. All three had been using a DOS-platform accounting software application operating on a 486-compatible computer system. As the inventories of the wholesaling operations approached 4,000 line items, limitations in accounting and data retrieval capabilities began to surface. That realization prompted the

search for a higher-powered accounting application to better accommodate the aggressive growth of the companies.

Brian Whitney, a veteran of numerous accounting system conversions, was hired as controller in 1996 and given the responsibility to direct the transition to a Microsoft Windows environment. "I've gone through a number of accounting system conversions in my career, and they have all been painful," he said. His objectives for the Statile and Todd companies were demanding: a seamless transition and superior performance.

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*— Brian Whitney  
Controller  
Statile and Todd*

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## THE SOLUTION

Whitney began a critical evaluation of accounting programs to operate on a system of five networked Pentium processor powered work stations running Windows. He was greatly impressed with MAS 90. “MAS 90 is known for its strengths in managing the accounting needs of light manufacturing and warehousing operations. But what really struck me in our evaluation was MAS 90's speed — in inventory reads and printouts to screen. It's phenomenal, the fastest I have ever seen,” said Whitney. “In comparison with the other applications we tested, MAS 90 for Windows is supercharged!”

But MAS 90 emerged the winner not only for its speed, but also for its stability, its integration with other applications and its intelligent design and architecture. He praises MAS 90 for its sparse use of system resources, enabling full implementation of the multitasking capabilities of Windows. “MAS 90 for Windows doesn't carry a penalty in the resources it requires,” says Whitney. “Unlike other Windows accounting programs, MAS 90 permits you to multitask several programs simultaneously without a reduction in speed. It has a clean user interface and easy navigation, and its drill-down capabilities are superb. Instead of using lines of instruction to complete a task, MAS 90 requires only a few keystrokes.

Whitney observes that the operating speed of an accounting system is related to the design of its data storage and retrieval mechanism. “The design architecture is critical for top performance. In that regard, MAS 90 beats 'em all.”

The Statile companies applaud the inventory tracking strengths of MAS 90, reinforced by an Inventory Management module that provides built-in functionality and reporting options optimally suited to Statile and Todd's needs. They found that MAS 90's intuitive interface and effortless integration with Microsoft Office software contributed to a smooth transition.

“Our employees quickly discovered that if they could use Microsoft Word or Excel software, they could scoot around MAS 90 easily,” said Whitney. He said the company routinely imports MAS 90 data into other Windows applications to create different views of accounting data. “MAS 90 gives us the ability to write to ASCII, Lotus, Excel or dBase files without the need to buy exporters at additional cost. When I saw that, I had only one question: How soon can I get it?”

Within two months of purchasing MAS 90, Statile and Todd went live with the application. “And we never looked back,” said Whitney. “It was the smoothest conversion I've ever been through. It was a first-class installation. Thanks to Best Software and the expertise of our well-qualified reseller, we now have an application that has the power to handle our growth. We're all very happy with MAS 90.”

The logo for Best Software, featuring the word "best" in a lowercase, bold, sans-serif font. The letters are white with a green outline, set against a dark green background.

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