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## MAS 500

### CUSTOMER

U.S. Cable Corp.

### CORPORATE PROFILE

**Headquarters**

Montvale, New Jersey

**Type of Business**

Cable TV provider

**Number of Locations**

10 plus 200+ franchises

**Number of Employees**

400

**Sales**

\$100 million

### SYSTEM PROFILE

**Computer System**

Microsoft Windows NT

Users on system: 20

**MAS 500 Modules in Operation**

- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- General Ledger
- Purchase Order

## MAS 500 Gets Great Reception with U.S. Cable

Channel surfers in Minnesota, Georgia, Missouri, the Carolinas and Southwestern states have one thing in common when they click onto their local cable carrier. They're accessing a network affiliated with U.S. Cable Corp., one of the nation's leading TV and Internet service providers.

More than 140,000 customers across the continent tap into U.S. Cable's high-tech offerings for a comprehensive set of services that includes news, entertainment, pay-per-view movies and sports, and increasingly interactive wireless services. The company has recently become an independent Internet Solution Provider as well. Numerous field locations and several hundred franchises are all managed from the corporate headquarters in New Jersey.

### System Overload

One day in 1999, U.S. Cable had 40,000 customers. The next day it had 140,000, thanks to a purchase of several other cable systems. That made the firm's old "green screen" system, which had handled virtually all business functions, instantly obsolete.



Eric Polozune, the director of financial analysis, and Tom Guzek, the controller, were charged with finding a new system that could be all things to all people — namely, a sophisticated accounting package with flexible business management options, plus a seamless interface to a new network the company planned to implement.

### Staying Tuned In with MAS 500

Polozune and Guzek found only one package that met all of their criteria — MAS 500. "We were very pleasantly surprised to discover a mid-priced

#### CHALLENGE

Obtain a scalable business management solution that can handle the increasing demands of a diverse, high-tech firm with numerous field locations and hundreds of franchises.

#### SOLUTION

MAS 500 financial modules.

#### RESULTS

Automated accounting; Expanded business management options; Trouble-free network; Flexible and scalable by location; Simplified inter-company transactions; Precision tracking of capital equipment expenditures

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*Eric Polozune  
Director of Financial Analysis  
U.S. Cable Corp.*

package with all the functionality of a high-end product,” says Polozune. “In addition, we liked the fact that MAS 500 is totally scalable, so we can add on modules as we need them. This allows our various offices to customize the product however they like, an essential feature for a company as diverse as ours.”

Networking was another big factor. Choosing MAS 500 made it possible to select a lower-cost network, as opposed to competing products that only worked on more expensive platforms. And installation over the network was a breeze. “We did absolutely nothing except load MAS 500,” comments Polozune. “No fiddling. No problems. It’s been fantastic.”

He notes that the system has not been down for even a single day since it was installed two years ago. “People here have become totally spoiled. They think this is how all networks work!”

U.S. Cable is now using MAS 500 for all its basic accounting functions, and is currently moving purchase order and project management operations onto the system as well. MAS 500 is tracking capital expenditures too, a key area since new cable and telecommunications technologies require frequent and substantial infusions of capital.

Polozune says he has only one complaint with MAS 500. “It didn’t make me look like

Mel Gibson,” he jokes. “But other than that, it’s done everything else we wanted.”

U.S. Cable expected little more than an AP and GL package when it purchased MAS 500. That changed as soon as they started using their new system. “We quickly became impressed with how much power MAS 500 has, and the value we received for our investment,” said Polozune. “So we began implementing the software on a much broader basis throughout our organization. Now that we’re acting more like a holding company than a sole organization, we use MAS 500 to handle complex inter-company transactions. I have great confidence that it will keep up with us — even as we expand into new fields in the future.”



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