

## MAS 500

### CUSTOMER

#### Sky Pharmaceuticals

www.skypharma.com

### CORPORATE PROFILE

#### Headquarters

Concord, North Carolina

#### Type of Business

Pharmaceutical packaging

#### Number of Locations

One

#### Size

Mid-sized, privately owned

### SYSTEM PROFILE

#### Computer System

Microsoft Windows

Users on System: 10

#### MAS 500 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Advanced Planning and Scheduling
- Advanced Manufacturing
- Cash Management
- FAS Asset Accounting
- General Ledger
- Inventory Management
- Inventory Replenishment
- Material Requirements Planning
- Purchase Order
- Sales Order
- Shop Floor Control

## Pharmaceutical Packager “Reaches for the Sky” with MAS 500

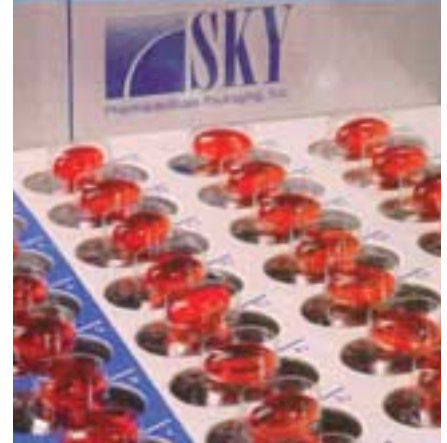
Sky Pharmaceuticals Packaging is a leading supplier of pharmaceuticals in blister packs. Its unique packaging format provides dramatic time- and cost-savings for long-term and acute healthcare facilities across the nation. Sky’s products are sold as unit-dose or monthly “bingo” cards in widely prescribed generic dosages and strengths.

In just five years, Sky Pharmaceuticals has grown to be a multi-million-dollar player in the highly competitive drug packaging industry. Customers include the U.S. Department of Defense and the Veterans Administration. Sky is one of the few privately held companies in its field.

### Growing Pains

As often happens, growth found Sky Pharmaceuticals unprepared, and the Peachtree system (also from Best Software) it acquired as a start-up became overloaded. Steve Defenbaugh, assistant controller, built custom Access databases to take up the slack. But over time, the system began freezing and crashing.

“I spent a year checking out every



mid-sized accounting package on the market,” says Defenbaugh. “MAS 500 was definitely the strongest as well as being from the same company as Peachtree. It allowed us to combine labor and material costs in manufacturing, track lot numbers the way we need to, and achieve much greater accuracy in shipping. Beyond MAS 500 being an excellent product, our reseller’s knowledge and commitment were absolutely impressive. After five minutes of talking, I was ready to work with them.”

### Essential Lot-Tracking Data

Sky Pharmaceuticals now uses

#### CHALLENGE

Despite extensive customization and add-ons, the existing Peachtree system was outstripped by pressures of intensive growth.

#### SOLUTION

MAS 500 with complete suite of financial and manufacturing modules.

#### RESULTS

System-wide lot tracking capabilities; 15 minutes trimmed off of each customer service call; volumes of paperwork eliminated; enterprise-wide efficiencies and accuracy.

*“MAS 500 is definitely making our customers happier, a key differentiator in a cutthroat business like ours. In addition, MAS 500 has really boosted morale. I’ve had people come up off the manufacturing line and hug me, they’re so pleased with our new system.”*

Steve Defenbaugh  
Assistant Controller  
Sky Pharmaceuticals Packaging, Inc.

MAS 500 to manage all of its financial and manufacturing operations. The moment that materials come in the door, they are documented by lot number. When a pick list is created, the system automatically issues lot numbers based on FIFO. “The only time we have to confirm picks now is when changes are made to a pick list,” Defenbaugh notes. “Otherwise, the system monitors everything and keeps our inventory with great accuracy.”

The reporting functions built into MAS 500 are among Defenbaugh’s favorite features. “I used to maintain a huge spreadsheet, bending and combining statements to get what I needed,” he says. “MAS 500 saves me a ton of time. I can create income statements and budgets any way anybody could possibly want them, and all updates are done automatically.”

Seamless data access within MAS 500 is reaping rich benefits too. “The new system has trimmed an average of 15 minutes off of each and every call,” he notes. “Our customer service manager can type in the customer’s name, view all purchase orders, verify status, link back to the actual sales order, and confirm shipments. She used to have to run back to the warehouse to check. Now all it takes is a click of the mouse.”

Defenbaugh observes that accountability has improved with the new system. “MAS 500 maintains an information trail,

so we know exactly who is responsible for what,” he comments. “When we find a mistake, we can pinpoint where it occurred and make corrections. In addition, we’re seeing less scrap because our picks are more productive. Company-wide, every employee’s time is being maximized.”

### Trouble-Free Launch

When the system went live, the CEO told Defenbaugh to expect problems. “To our delight, nothing went wrong during implementation,” he says. “I was able to do almost everything myself, thanks to great teamwork with our reseller. This has to be one of the shortest — and best — installations in history.”

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