

Blytheco and Sage MAS 500 Make Profits a 'Snap' for EZPRINTS

EZ Prints Controller Kent Huskey did not want a new accounting system, and it was not because he felt that his existing system was adequate. The company used Quickbooks, which they had long outgrown. His concerns about its inadequacies (including lack of audit trail and limited reporting options) were outweighed by his dread of the often-challenging transition period that accompanies installation of a new system.

Customer: ezprints

URL: www.ezprints.com

Locations: Norcross, GA

Employees: 94

Revenue: \$24 Million annually

Users on Sage MAS 500: 10



Sage MAS 500 Modules: Accounts Payable ◦ Accounts Receivable ◦ Cash Management ◦ Customizer ◦ Data Import Manager ◦ Data Porter ◦ Data Migrator ◦ eExecutive ◦ FAS Asset Accounting ◦ FRx Desktop ◦ General Ledger ◦ Inventory Management ◦ Light Manufacturing/Advanced Kitting ◦ Purchase Order

Challenge: Fast business growth outpaced previous accounting system capabilities and the need to improve controls in the manufacturing process.

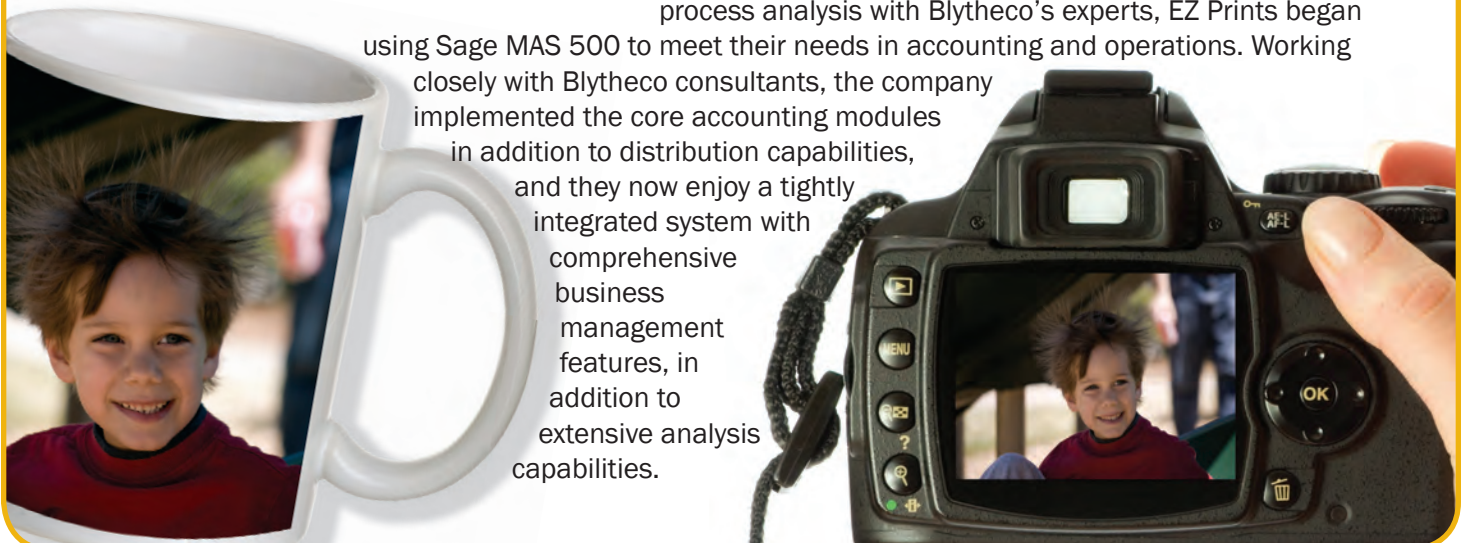
Solution: Sage MAS 500 met technical and functional needs, and Blytheco's transition planning ensured the implementation progressed on time and under budget.

Results: The system provides visibility across all areas of the business, improves employee engagement and efficiency, runs reliably without stressing IT resources, and accommodates future growth and expansion plans.

However, the EZ Prints' interim CFO, Neal Miller of TechCFO, felt strongly that the company's growth and success depended upon use of a reliable and powerful accounting solution. Neil had experienced the benefits of a Blytheco, LLC Sage software solution with a previous employer. He knew firsthand that the flexibility of Sage software systems, combined with the expertise of Blytheco's team, could propel business growth and positively impact their bottom line. "EZ Prints had clearly outgrown their early stage accounting solution, and needed an enterprise-level system that would allow them to implement core manufacturing and inventory capabilities along with basic financials," said Miller. "We evaluated several alternative solutions, most of which could provide the basic functionality that was required. In the end, we felt that the implementation partner was a key part of the decision process. I had worked with Blytheco in the past, and was confident in their abilities to ensure a smooth implementation for EZ Prints, and to be there in the future to stand behind the EZ Prints team."

EZ Prints, based in Atlanta, Georgia, fulfills digital photo-related products on behalf of online photo processors, retail portrait outlets, and a major amusement park. With 94 employees, the company produces creative, personal products, usually shipping within three days of receiving an order. After conducting a detailed business process analysis with Blytheco's experts, EZ Prints began

using Sage MAS 500 to meet their needs in accounting and operations. Working closely with Blytheco consultants, the company implemented the core accounting modules in addition to distribution capabilities, and they now enjoy a tightly integrated system with comprehensive business management features, in addition to extensive analysis capabilities.



The addition of robust purchasing and inventory tracking software has provided EZ Prints with much greater control and visibility into their products. The operations staff now has the ability to review purchase orders in the system, and can make informed decisions to optimize inventory levels without pulling unnecessary product from vendors. They can now conduct weekly cycle counts and monthly physical counts quickly, and close the inventory in one day. Improved count accuracy has enabled the operations staff to take ownership of their information and make greater efforts toward meeting company goals. As they gain control of their inventory data and have more key staff participating in the tracking process, the company expects that they will need to spend less and less time doing counts and eliminate the need for monthly inventory adjustments, saving valuable staff time. Keeping data consistent in this manner leads to more consistent financial reporting, and fewer month-end “surprises.”

"With Quickbooks, we had to bother our IT guy all the time. Now we never do!"
Kent Huskey, Controller
EZ Prints, Inc.

The system is easy to manage. Kent says “With Quickbooks, we had to bother our IT guy all the time. Now we never do!” Another key win for EZ Prints in the transition was the ability to easily bring information from their SQL-based order entry system, which handled web transactions, into MAS 500. Using the Data Porter module, the company has shortened their billing cycle by eliminating manual re-keying. They can then use this data to analyze sales and inventory levels. Kent also enjoys the ability to “slice and dice” financial data using FRx, and to see information at a glance with the dashboard presentation of Business Insights Explorer.

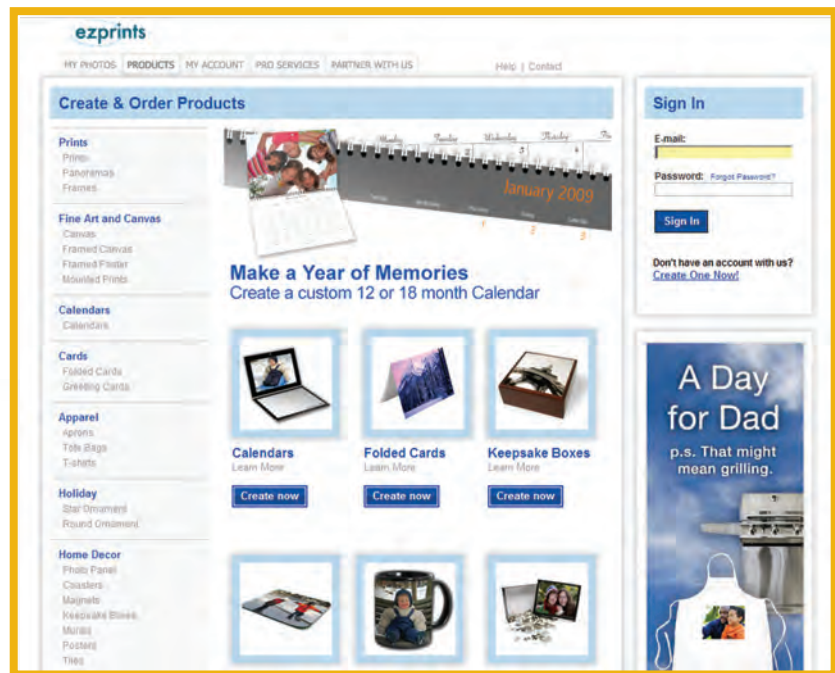
“The transition was actually the best part,” said Kent. “We didn’t miss a beat in our daily work, and this year’s audit was painless for the first time.”



Blytheco’s consulting team worked with the EZ Prints staff individually throughout the implementation,

and, thanks to an extensive project planning methodology, the project came in under budget and on time.

EZ Prints plans to take advantage of the scalability of MAS 500 by adding capabilities, including bill of materials tracking and additional Explorer views for operations staff. They would also like to add functionality to improve their manufacturing process. The flexibility of MAS 500 will continue to prove valuable as the company continues to grow, and relying on Blytheco as their solution partner ensures that the system will continue to provide returns on their investment.



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