

SAGE MAS 500

CUSTOMER SUCCESS



Lehigh Technologies Ramps Up for Growth with Sage MAS 500

Using a proprietary, environmentally friendly, emission-free manufacturing process, Lehigh Technologies, Inc. turns used rubber tires into an ultra-fine scrap tire rubber powder. Manufacturers use the powder in the production of tires, paints, sealants, computer mouse pads, sports tracks, and other products. Just four years old, Lehigh Technologies is investing heavily in its infrastructure, ramping up to meet increasing demand in a fast-growing marketplace. To meet its business needs today and into the future, Lehigh Technologies relies on the powerful, flexible, and scalable Sage MAS 500 ERP solution.

“We wanted software capable of handling the growth we’re anticipating,” explains Tony Cialone, Sr., chief information officer at Lehigh Technologies. “We started out using Peachtree by Sage, liked the product and the company behind it, so we elected to stay with Sage Software and implement Sage MAS 500 and other integrated Sage Software solutions.”

Actionable Business Intelligence

“Accurate reliable data is perhaps more important to us now than at any other time,” explains Cialone. “Since we’re a relatively new company, we need to understand which products are the most profitable for us and build our business around those.” Sage MAS 500 provides the details Lehigh Technology uses to fine tune its business model. “We’re able to determine precisely how much product we’re producing during a shift, and what our cost per pound of finished product is,” Cialone continues.

Currently, Lehigh Technologies has four distinct product lines, and through the detailed production and sales history maintained in Sage MAS 500, the company is able to analyze the profitability of each of these lines. “We’re able to see what manufacturing costs are for each product line and what the ultimate profit margins are,” says Cialone. “This information helps us determine what products we should focus on.”

Flexible reporting and powerful analysis tools like the Business Insights Analyzer module deliver critical business intelligence that provide Cialone and the rest of Lehigh Technologies’ management team with current data concerning open orders, receivables, purchasing, stock on hand, and more. “Sage MAS 500 is a strong financial tool. We’re still discovering all the ways we can use the information we now have access to,” Cialone says.

Customer:

Lehigh Technologies, Inc.

Industry:

Manufacturing

Locations:

Naples, Florida and Tucker, Georgia

Number of Locations: 2

Number of Employees: 55

System:

Sage MAS 500

- General Ledger
 - Accounts Payable
 - Accounts Receivable
 - Business Insights Analyzer
 - Cash Management
 - Inventory Management
 - Sales Order
 - Purchase Order
 - Light Manufacturing
- Sage SalesLogix

Sage FAS Fixed Assets

Sage Abra HRMS

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CHALLENGE

Entry-level software lacked the scalability Lehigh Technologies requires to meet current and future demands.

SOLUTION

Sage MAS 500, Sage SalesLogix, Sage Abra HRMS, and Sage FAS Fixed Assets provide an integrated end-to-end business management solution capable of meeting the company’s needs today and into the future.

RESULTS

Detailed manufacturing cost and profitability data allow Lehigh Technologies to make strategic decisions about its product offerings. Scalable features and add-on solutions ensure that the software is adaptable to changing requirements and increased volume.

Pinpoint Manufacturing Costs

As part of the manufacturing process, usable scrap material is produced. Lehigh Technologies is able to reclassify the scrap and receive it back into inventory as a separate product. "It's vital that we be able to account for that material," says Cialone, "and it's a straightforward procedure to do so in Sage MAS 500."

Labor is a large cost component for any manufacturer, including Lehigh Technologies. The Sage MAS 500 manufacturing modules allow the company to track actual labor times for accurate job costing and labor/production efficiencies.

Plan for Growth

As each production run is completed, the action is recorded within the Sage MAS 500 manufacturing modules. "We simply record how much of each raw component we used, and the volume of finished product that results," explains Cialone. This after-the-fact production entry works well for Lehigh Technologies. As the company grows and volume increases, Cialone says they may look to enhance the manufacturing functionality of Sage MAS 500 with an add-on solution specifically tailored to the company's process manufacturing model. "We are really working from formulas, where we mix and adjust the components to produce our different products. It's great to have the option to incorporate those capabilities in the future as we need them," Cialone says.

Lehigh Technologies is also planning to implement the Sage MAS 500 eCustomer module. eCustomer will allow the company to conduct business over its Web site. Customers will have the ability to place orders online, view the status of those orders, and review open invoices.

Benefit From an End-To-End Solution

The company has a team of traveling sales representatives working across the country and abroad. To enable this team to track opportunities, manage relationships, and schedule their time, Lehigh Technologies is currently implementing Sage SalesLogix, a powerful customer relationship management (CRM) solution. "Sage SalesLogix interfaces with Sage MAS 500 so our reps have access to order information, credit terms, and pricing," Cialone notes.

"Sage MAS 500 is helping us build and refine our manufacturing infrastructure. We didn't want our ability to grow to be limited by our systems, so we invested in business software that can scale with us."

Lehigh Technologies' Sage Software Business Partner also introduced them other solutions in the Sage Software family, including Sage Abra HRMS to effectively manage human resource and payroll tasks, and Sage FAS Fixed Assets to track and account for the company's corporate assets. Both Sage Abra HRMS and Sage FAS are integrated with Sage MAS 500 to eliminate duplicate data entry tasks and provide a single location from which management can monitor the financial health of all aspects of the organization.

Enjoy Sustainable Results

Cialone is optimistic about the company's future, and well pleased with the business management software chosen to support that future. "As we're able to efficiently produce the quality and quantity of material that our customers want, we see our business growing substantially," he says. "Sage MAS 500 is helping us build and refine our manufacturing infrastructure. We didn't want our ability to grow to be limited by our systems, so we invested in business software that can scale with us."

If you would like to learn more about Sage MAS 500 ERP, please visit www.sagemas.com or call 1-800-854-3415 to speak with a sales representative today.

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