

## CUSTOMER SUCCESS



## Curbing Costs at Power Curbers With Sage MAS 500

The old adage “you get what you pay for” isn’t always true. That’s what Power Curbers, a leading manufacturer of curb and gutter machinery, discovered when they invested in a tier-one Baan ERP system. “We bought the wrong product for the wrong reasons,” explains Craig Neuhardt, vice president of manufacturing at Power Curbers, Inc. “The Baan system was very inflexible, had almost no provision for local customization, and was unbelievably expensive to maintain, upgrade, and train on.”

### Sticking With Sage Software

Power Curbers had used Peachtree by Sage accounting software in a smaller division, so Neuhardt looked for a larger business solution within the Sage Software family of products. Power Curbers now runs its entire business on Sage MAS 500 ERP.

The company’s flagship, the two-ton 5700-SUPER-B slipform paver, is the best-selling machine of its kind in the world, and Power Curbers builds one every two days. Sage MAS 500 is used to configure each machine, create production orders, monitor each job’s progress through production, perform invoicing, and manage inventory. As Neuhardt puts it, “There isn’t an activity happening here that isn’t tied into Sage MAS 500.”

### Preventing Paperwork

Sage MAS 500 has helped Power Curbers implement a pull inventory system as part of just-in-time manufacturing. “Very few manufacturing packages even came close to allowing us to do this,” Neuhardt notes. “We’ve harnessed the power of Sage MAS 500 and its internal controls, and doubled our inventory turns in just 12 months.”

Specific modules have delivered big-time efficiencies. “Product Configurator tells us exactly what to manufacture, so that everything can be built without paper,” says Neuhardt. “Being a visual-based system, it eliminated about 70,000 documents that were sent to the shop each year.”

### Customer:

**Power Curbers, Inc.**

### Industry:

Manufacturer of mobile construction machinery

### Location:

Salisbury, North Carolina

### Number of Locations

One

### Number of Employees

100+

### System:

#### Sage MAS 500

- Core Financials
- Alerts
- eCustomer
- Engineering Change Management
- Inventory Management
- Material Requirements Planning (MRP)
- Advanced Manufacturing
- Project Accounting
- Product Configurator
- Shop Floor Control
- Advanced Planning & Scheduling
- StarShip
- Sage SalesLogix
- FAS Asset Accounting



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### CHALLENGE

Existing Baan ERP system was too big, inflexible, and expensive to maintain and made report production difficult.

### SOLUTION

Sage MAS 500 with full suite of financial, manufacturing, and e-business modules, for a streamlined, end-to-end system that runs on SQL Server and is .NET compliant.

### RESULTS

Inventory turns doubled; documents sent to the shop floor reduced by 70,000 annually; monthly financial closing down from 14 to 3 work days; system freed up 40 percent of one accountant’s workload.

The link between Project Accounting, manufacturing work orders, and product configurator has allowed Power Curbers to re-engineer their business process. "We set up projects with assembly dates for each machine," Neuhardt explains. "The sales department sees available dates and populates them with configuration details, customer information, and data on custom molds. For the first time in our history, we have a live scheduling and project management tool that both manufacturing and salespeople can use. We can even run profit and loss statements by machine so we know exactly what we made, or lost, on each job. We didn't have these capabilities with our former tier one system and we couldn't find it in any other mid-market ERP solution."

### Faster Financials

The system has improved the finance department, too. "It used to take us 14 working days to close the books every month," says Neuhardt. "That meant we were getting financial and operational data long after it was useful. Now we can do a closing in only two or three days, freeing up about 40 percent of an accountant's time for higher-level tasks."

Best of all, according to Neuhardt, has been user acceptance. "We've gone from very negative perceptions to an ERP that's almost invisible in our everyday activities. We have no downtime, and people don't even talk about the system. Now we focus on curb machinery, not software."

Implementation was surprisingly fast. "We went live four months from the day we decided to buy Sage MAS 500," Neuhardt says. "If the software was anything less than what it is, this would not have been possible. I'd put Sage MAS 500 and our reseller up against anybody else—on any system—anywhere in the world."

*"For the first time in our history, we have a live scheduling tool that both manufacturing and salespeople can use. ... I'd put up Sage MAS 500 and our reseller against anybody else—on any system—anywhere in the world."*

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### ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

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