



CUSTOMER SUCCESS STORY

CUSTOMER

Elizabeth Eakins, Inc.

INDUSTRY

Custom rug manufacturer

LOCATION

New York, New York

Number of Locations

Two

Number of Employees

42

SYSTEM

Sage MAS 200

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Custom Office
- FAS Asset Accounting
- General Ledger
- Job Cost
- Purchase Order
- Visual Integrator

Elizabeth Eakins Rolls Out Rare Rugs With Sage MAS 200 for SQL Server

Some of the best things in life are extremely expensive. Consider the custom hand-made rugs produced by Elizabeth Eakins, featured in Martha Stewart Magazine. Bring in a sketch, swatch or design concept, and the artists at Eakins will work with expert craftsmen in Scotland, the Philippines, Belgium, Pakistan, or India to make a rug to your exact specifications. Some rugs can be delivered in weeks. Larger projects can take up to a year. And the price range varies too, depending on the complexity of the rug ordered. But it will be a masterpiece of indisputable value, and a unique statement of style for generations to come.



Pulling the Rug Out from Under the Old System

Elizabeth Eakins started small five years ago, and bookkeeping tasks were easily accomplished by a woman working part-time at home. But the business grew quickly. Soon it became necessary to hire both an accountant and a controller.

Similarly, the company needed a more robust accounting and financial reporting

system than its previous entry-level package allowed. Every order was unique. A new system would have to handle standard accounting duties, yet also be flexible enough to track individualized inventory items.

Crafting the Perfect Solution

Georgia Lipane, IT Manager at Elizabeth Eakins, turned to her Sage Software solutions provider for advice, and discovered that Sage MAS 200 ERP for SQL Server could do everything she needed. Not surprisingly, it would be an unusual application. Billing and invoicing would still be performed in existing products.

CHALLENGE

Replace entry level system with a robust system that is flexible enough to manage expanding accounting requirements and the complexities of custom rug inventory.

SOLUTION

Sage MAS 200 for SQL financial and distribution modules.

RESULTS

Smooth implementation; expansive functionality with room for growth; streamlined data flow between offices; remote access that keeps traveling managers in-the-know.

“Sage MAS 200 for SQL Server was the only product that offered such complete functionality. We liked the fact that it was menu-driven and could handle our present volume—plus much more in the future.”

—Georgia Lipane
IT Manager
Elizabeth Eakins Inc.

Then data would be extracted using a custom-written interface for delivery into a Microsoft SQL Server database.

“Sage MAS 200 for SQL Server was the only product that offered such complete functionality,” explains Lipane. “Both the controller and I had used products at previous companies, so we had great confidence that Sage MAS 200 would be user-friendly. We liked the fact that it was menu-driven. Also, we could see that with SQL compatibility it would handle our present volume plus much more in the future.”

Scalability was essential. Elizabeth Eakin’s cotton division had tripled in the last six years. The wool segment of the business had also grown by leaps and bounds. And with a multi-company consolidation in the works, balance sheets and income statements would have to incorporate complex information in an easy-to-understand format.

Implementation went smoothly. “Our resellers were super-wonderful,” says Lipane. “They knew exactly how to fix the few issues that arose, such as needing more memory on our servers for other applications. And they gave us immediate attention to minimize any inconvenience during the transition.”

Another important feature of the new system has been remote access. Staff in the New York headquarters can obtain information directly from the Connecticut office and vice versa. The accountant can work from home over the Internet.

“Our owners travel all over the world on business,” Lipane says. “They need to stay up-to-date on operations and financial developments. With our new Sage MAS 200 system, they can be in touch whenever and wherever they like.”

Overall, Sage MAS 200 has taken the rug out of accounting for rug manufacturer Elizabeth Eakins. “I’m really glad we made the change,” Lipane comments. “My job is easier—and throughout the company we all sleep better at night.”

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



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