



BIG TIME PRODUCTS GOES, WELL, BIG TIME!

Big Time Products sells work and household gloves and related consumer products to Home Depot, Wal-Mart, and other retailers throughout North America. They approached Blytheco in early 2005 with a partially-implemented MAS 200 system and a lot of frustration, looking for a software partner with the technical expertise and system experience to provide creative solutions to meet the demands of Big Time's important customers. Responsiveness was key to Big Time Products users – because they worked with large, fast-moving customers, their company had to be equally quick to respond to all types of requests, and the answer “No, it can't be done” was not an option.

Client Summary

Consumer Products
Distributor
Blytheco Client Since 2005
Headquarters: Rome, GA

Big Time's technical experts worked closely with Blytheco consultants to ramp up quickly with MAS 200, particularly to refine shipping and distribution flow, but just as quickly they recognized that the growth of their business and expansion of their product lines was soon going to demand a more integrated, robust solution with the depth and flexibility they required, especially in the distribution area.

Representatives from Big Time Products attended Sage Summit, Sage's annual customer conference, in late 2005, and meetings there with top Sage executives and Blytheco consultants confirmed what they suspected: a move to

Sage MAS 500 ERP would provide them with the enterprise functionality and technology they needed, while allowing them to continue to work with Sage and Blytheco.

MAS 500 offers expanded order processing, warehouse management, and business intelligence capabilities, and provides the technology and scalability their new size would require.

System Profile

MAS 500 with:
Financials, Distribution and
Warehouse Management

3rd Party Products:
TrueCommerce EDI and
Starship Shipping

Users: 20

Plans and decisions had to be made quickly. An important new business opportunity appeared for Big Time Products, which would increase the size of their business significantly and add a California distribution center to their existing facilities in Rome, Georgia. Detailed implementation plans for the new MAS 500 system were crafted by teams from Big Time and Blytheco, and by December, 2005, they were off and running.



Managing multiple integrations was key to the implementation. Big Time Products needed to integrate EDI applications and Starship shipping software to MAS 500. The system's SQL database and Visual Basic technology were the flexible and powerful tools Big Time needed to adapt to rapid growth. Both Master Developer enhancements and Sage custom integration tools enabled them to create the seamless order flow process they needed with the major increase in order volume. With MAS 500, ramping up from 100 orders per day to over 400 orders per day was unproblematic, and the system can easily accommodate Big Time's continued growth. Brianne Wilson, project lead for the implementation says: "We keep coming up with 'wish lists' of ways to continue to automate the system, and with Blytheco and Sage, our 'wish list' keeps shrinking!"

"We have seen tremendous increases in efficiency with MAS 500. This system keeps us ahead of the curve in terms of meeting our customer needs," said Mark White, COO at Big Time Products.

An important part of staying ahead of the curve involves having business intelligence easily accessible for decision makers. MAS 500's built-in tools like Business Insights Analyzer will provide the critical information in a timely manner. Business Insights Analyzer allows users to 'slice-and-dice' information in any way they choose, and display it using pivot charts, tables, and other graphical formats.

The company will also benefit from completely integrated warehouse management, via the MAS 500 Warehouse Automation and Warehouse Management modules. Big Time warehouse workers will use handheld scanners to instantly process inventory and prepare orders, and embedded label software can create specific bar-coded labels for shipments accurately and easily.

The availability of companion products for MAS 500 has proved valuable for Big Time Products decision-makers. Sales Forecasting and other add-ons integrated to the MAS 500 system can help them expand its capabilities. The strength and variety of companion solutions for the system serves to reinforce the strength and flexibility of the system. MAS 500 is a dynamic solution built to withstand business growth and increased automation, and for Big Time Products, MAS 500 is proving to be the long-term solution for almost every aspect of their business.



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