

Blytheco

LLC

National Presence - Local Touch

For Blytheco client Currey and Company, a passion for the products is part of the company's heritage, and so is their reliance on MAS 200 for business technology that can grow and adapt with the company. Atlanta-based Currey and Company creates unique, upscale lighting and other furnishings, selling to retailers and designers

all over the country. The high quality and unique design of their products, along with the vision of their business leadership, allows them to thrive in a large and competitive home furnishings marketplace.

Executives at Currey and Company have

relied on Sage Software business management solutions to meet their needs since 1997. Currey's Controller chose MAS 90 For Windows as their core business management system, replacing a DOS-based system. In 2000, they upgraded to client-server based MAS 200 to accommodate a growing number of users and remote locations.

Adaptability to changing market conditions has been a hallmark of the company from its inception. With an educational background in design and experience in manufacturing and retail, the company's founder, Robert Currey, initially started a retail business offering historic reproduction garden furnishings. Currey soon realized that the lighting category in particular was enjoying booming success, and in the mid-1990's, Currey and Company was created to focus on this booming niche.

Currey and Company managers, working with Blytheco experts, have taken advantage of the versatility and power of MAS 200 to make their



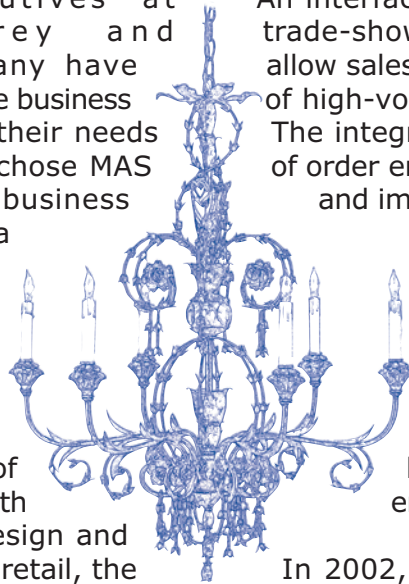
accounting, distribution, and manufacturing functions increasingly more efficient. The system has evolved from handling basic accounting and inventory needs to serving as the powerful core of a fully-integrated sales, production tracking, and distribution management solution.

An interface between MAS 200 and Currey's trade-show order system was developed to allow sales representatives to take advantage of high-volume sales during the busy shows. The integration saves more than two weeks of order entry during their post-show periods, and improves order accuracy. The addition

of MAS 200 eBusiness Manager also benefits salespeople by allowing them to place orders and track inventory availability from the field.

Currey COO Brownlee Currey says "I'm not sure we're using MAS 200 exactly as it was intended, but we like that the system is flexible enough to meet our needs efficiently."

In 2002, executives moved manufacturing tasks to a newly-established Currey International branch in the Philippines, allowing the Atlanta location to focus on light assembly and more streamlined distribution of



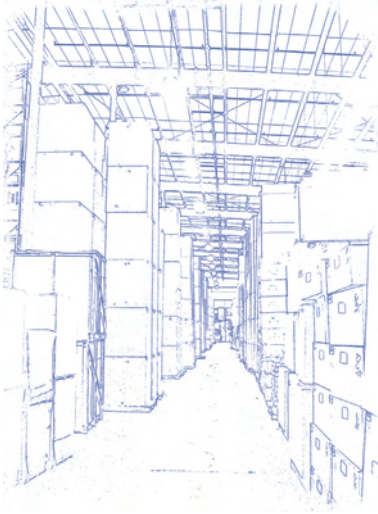
CLIENT SUMMARY

- Lighting & Furnishings Manufacturer and Distributor
- Blytheco Client Since 1995
- Headquarters: Atlanta, GA with a Branch in the Philippines

SYSTEM PROFILE

- MAS 200 Financials, Distribution and Manufacturing Modules
- eBusiness Manager
- Integration with Showroom Solutions
- 30 Users

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finished products. Implementing MAS 200 at this offshore site has made the flow of order and production information fast and efficient. Blytheco consultants trained the offsite employees on the system, and MCG's sister company, I-Tech, handled the remote connection needs of both entities. The ability to quickly and easily deploy MAS 200 in the Philippines has ensured that company managers meet their goals of tighter control of production and more effective materials planning.

Brownlee Currey says that careful tracking and management of order fulfillment is key to one of Currey's important goals: satisfying current customers. "In this competitive market, maximizing revenue from existing customers is critical. The ability to ship products quickly and accurately using MAS 200 helps us maintain our competitive edge." Due to the ever-changing availability of raw materials and variable international shipping schedules, Currey production planners must frequently update their outstanding work orders with new ship dates and estimated arrival dates in order to forecast order fulfillment for

customers. Using the data management tools in MAS 200, managers are able update work orders with shipping data quickly and easily. Since the company can have up to 1,600 outstanding work orders at any time, efficiency and accuracy in the update process is critical and saves hours of time. Sales order reports then let warehouse employees know which orders are ready for shipping at a glance, further streamlining operations.

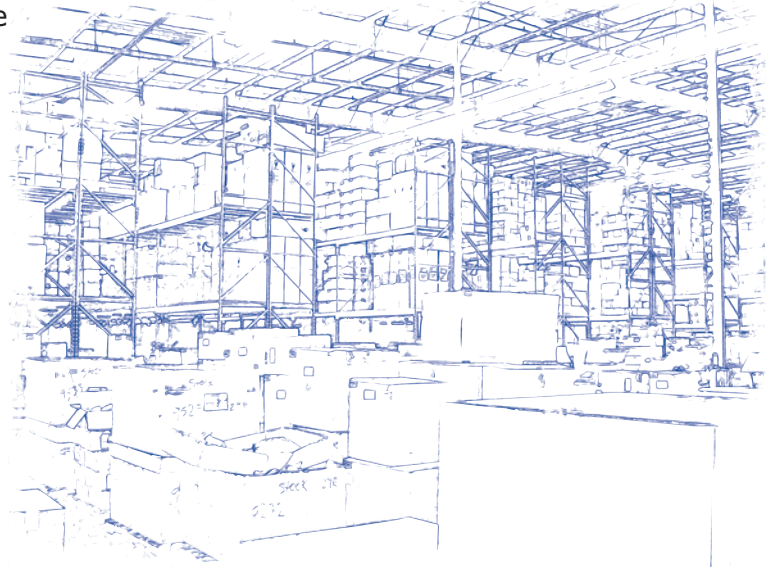
Currey's Controller Marc Keller is impressed with MAS 200. He says the system has allowed him "to do things I've never been able to do before" in twenty-plus years in accounting using various systems, like export data easily to Excel for analysis. Keller also speaks well of the relationship with business partner Blytheco. "Their consultants are tremendous! They've really helped us find creative ways to make our system suit our employees' needs, rather than the other way around!"

The company continues to experience record sales growth, and they continue to innovate in product design and in



their business management strategies. The demands for faster time-to-market and leaner manufacturing continue to

pressure businesses like theirs to challenge their technology infrastructure to keep up. Leaders at the company feel confident about their long-standing relationship with Blytheco and their reliance on Sage Software products.



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