

CUSTOMER SUCCESS



ExxonMobil Distributor “Greases the Wheels” With Sage MAS 200

ExxonMobil, a corporate giant, sells its lubricant products through a vast network of distributors such as Secory Oil Corporation in Port Huron, Michigan.

Secory Oil’s primary concern is providing the best customer service to its diversified client base, which includes industrial and fleet lubricants, propane, gas, and diesel to construction and retail sites, and home heating oil.

ExxonMobil shared their concern. About the same time that Secory Oil started looking for a new system, ExxonMobil’s National Lubricant Distributor Advisory Council (MONLDAC) set up a committee to search for the best petroleum distribution software. After a one-year search, the group recommended Sage MAS 200 ERP and DM2 for the entire ExxonMobil distributorship.

A Fossil of a System

“Our previous software was very limiting,” says Brad Secory, vice president of Secory Oil. “We needed to start from scratch. Our search for a new system coincided with the MONLDAC’s very detailed, systematic search, so I joined their evaluation team.”

DM2 Software, a vertical market partner of Sage Software, had leveraged 20 years of experience in supplying software solutions to the petroleum industry by integrating their petroleum modules with the world-class accounting functionality of Sage MAS 200. DM2 Software’s product line consists of modules that address all aspects of petroleum distribution, including Fuel Tax Reporting, Bill of Lading, Cardlock, Fuel Oil, and Lubricant Delivery Scheduling.

After careful study, the committee concurred, Sage MAS 200 and DM2 was the best solution available. Shortly after Secory Oil was up and running with Sage MAS 200 and DM2.

Sage MAS 200—Fuel for the Future

“Our old software was very poorly supported. Support has been excellent with Sage MAS 200. We can call DM2 anytime and, if they can’t solve an issue over the phone, they send someone in to help using remote access,” comments Teri Heintz, Controller. “I really like Sage MAS 200/DM2; it’s easy to learn and use. Once you understand one portion, the rest falls into place.”

Customer:

Secory Oil

Industry:

Distributor of petroleum products for industrial and commercial customers

Location

Port Huron, Michigan

Number of Locations: Two

Number of Employees: 22

System:

Sage MAS 200

- General Ledger
- Accounts Payable
- Accounts Receivable
- Fixed Assets
- Crystal Reports®
- Custom Office
- Business Alerts
- Payroll
- Inventory Management
- Sales Order
- Purchase Order



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CHALLENGE

Replace limited system with a stable, scalable solution that can help maximize customer service and improve operational efficiency.

SOLUTION

Sage MAS 200 financial, distribution and Petrolink modules.

RESULTS

Improved inventory control; enhanced data management; easy and immediate access to updated reports; elimination of redundancy; complete integration and automation of all systems.

Sage MAS 200 has resolved two other major concerns for Secory Oil. It provides better control over inventory and improved management of data. In the past, the company's busy customer service reps wrote up each new order by hand, while trying to check customer history, specific pricing, and inventory levels in different areas of the software. They then sent the orders to the warehouse for distribution. The data was keyed into the accounting system to generate an invoice. With Sage MAS 200, all this information is available in one screen.

Three Sage MAS 200 modules have eliminated all redundancy in Secory Oil's system, and provided a continually updated, integrated report on every screen. These include Sales Order, Inventory Management, and Accounts Receivable. Rapid turnaround, accuracy, data management, and overall functionality have been greatly enhanced with Sage MAS 200.

Customer service now enters all incoming orders into the Sales Order module, for the delivery date promised by Secory. The distribution desk pulls down the order as an invoice, which is given to a driver to make local deliveries. Each sales order accesses the customer data, including order and credit history, and automatically updates inventory. At any time, employees can pull up a status report on the level of inventory to determine how much product to order.

"It's a great system," raves Heintz. "With the rapid pace here, it's essential to have information updated continually, and available on one screen. After a sale is entered and posted, Sage MAS 200 posts a receivable to that customer in the Accounts Receivable module. It's a one-step procedure to generate a monthly statement from the data entered. And all customer information can be printed into a single report at any time."

Secory Oil has been more than pleased with their decision to use Sage MAS 200. They now have a consistent system that is easy to learn and fully integrated internally within the modules, and externally with Mobil in the future. All steps are fully computerized in a single process, from order-taking through delivery, inventory management, and billing. As Heintz says, "With Sage MAS 200, we have a system that we can always upgrade, but never outgrow."

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