



CUSTOMER SUCCESS STORY

**CUSTOMER**

Ledford Medical Electronics, Inc.

**INDUSTRY**

Distributor of medical equipment and supplies

**LOCATION**

High Point, North Carolina

**Number of Employees**

25

**SYSTEM**

Sage MAS 200

**Modules in Operation**

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

## Sage MAS 200 Is Just What the Doctor Ordered for Ledford

### System Needs Doctoring

Ledford Medical Electronics is a small family-run company that distributes cardiographs, defibrillators, EKG paper, stethoscopes, and other supplies for a number of manufacturers. Their main customers are hospitals and physicians' offices—facilities accustomed to efficiency and professional-looking documents.



It's therefore essential that the company have a smooth-running warehouse and attractive processing materials.

### Ensuring a Healthy Future

Sage MAS 200 ERP turned out to be just what the doctor ordered. It allows Ledford Medical Electronics to keep its finger on the pulse of its inventory, monitor the heartbeat of the company's financials, and send out timely and smart-looking documents, reports, and statements.

Ledford now uses Sage MAS 200 to maintain precise control of its inventory, with the Inventory Management, Sales Order, and Purchase Order modules. Sales orders are created for customers, which

in turn "commits" inventory items as being "on sales order." The system then automatically generates purchase orders to vendors, utilizing the Inventory Management module's reorder points for individual items. Sales orders subsequently generate picking sheets, and are automatically converted to invoices for accounts receivable when items are shipped. Purchase orders are used by Ledford's warehouse staff to receive goods into inventory, and by their accounting staff to receive invoices into Accounts Payable.

Crystal Reports®, an industry-leading graphical reporting tool, has added important functionality as well. "Crystal Reports is great...we can make our

**CHALLENGE**

Secure a robust business management system with extensive financial and inventory management capabilities and customization features that will uphold a professional corporate image.

**SOLUTION**

Sage MAS 200 financial and distribution modules.

**RESULTS**

Precision inventory management; streamlined integration from Sales Orders to Accounts Payable; Timely, professional reports and statements; Consistent, distinguished corporate image with custom documents.



Your business in mind.

"The one thing we really like about Sage MAS 200 is that everything has a nice appearance, with our logo on it. Everything has a consistent image that is great-looking and easy to read."

—Leigh Scott  
Systems Manager  
Ledford Medical Electronics, Inc.

documents look however we like," comments Leigh Scott, systems manager. "It gives us lots of choices, like either landscape or portrait formatting, or positioning text with center or left justification. We can easily select which fields we want to see on a report, switch to bold or italics text, and change fonts or type sizes. These options really enhance the appearance of our reports."

The company's forms are compatible with Sage MAS 200, so it's easy to run out documents on the company's letterhead. Sales orders, purchase orders, invoices, and even checks for accounts payable and payroll are customized too. The pick sheets for the warehouse, for example, are printed with Sage MAS 200. The back copy has the price blacked out, so it can be sent out as a confirmation with the order. Price quotes coming out of Sage MAS 200 look so good that they can be faxed directly to the customer, saving precious time.

"Everything has a consistent and premium-quality appearance, with our logo on it," says Scott. "This ultimately helps distinguish us and create an impression of professionalism with both our vendors and customers."

Preparing salespeople's commissions can be a tricky proposition at Ledford, since each product line has its own compensation structure. Fortunately, Sage MAS 200 can track each product line separately and run automatic reports, providing details of every order. This makes commission calculation simple and fast.

Although Ledford Medical Electronics is relatively small, it is experiencing dramatic growth. In just two years, it has seen a doubling of its sales force. The customer base is expanding at a similar rate.

"I'm quite confident in the ability of Sage MAS 200 to handle additional inventory, employees, and customers," says Scott. "It has the potential for dealing with a much larger operation than ours, and I know it will serve us well into the future."

## 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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