

CUSTOMER SUCCESS



U.S. Cable Stays Wired With Sage MAS 500

“We had a fantastic system in Sage MAS 500 ERP. But we found a way to make it even better.”

Eric Polozune, director of financial analysis at U.S. Cable Corporation, is proud of the efficiencies recently squeezed out of Sage MAS 500. A busy man, he oversees accounting for one of the nation’s leading providers of TV and Internet service. Customers in Minnesota, Georgia, Missouri, the Carolinas, and many Southwestern states tap into U.S. Cable’s news, entertainment, pay-per-view movies, sports, and wireless services. With sales topping \$70 million, the empire is growing fast. Overnight, the customer base jumped from 40,000 to 135,000, thanks to a purchase of several other cable systems. So Polozune is always looking for ways to improve efficiencies through automation.

“We made the move to Sage MAS 500 several years ago to replace an old green-screen package, which had become obsolete with our rapid expansion,” he says. “Our goal was to find a sophisticated accounting application with flexible business management options, plus a seamless interface to a new network we planned to implement. Only one product met all of our criteria—Sage MAS 500. We were very pleasantly surprised to discover a mid-priced package with all the functionality of a high-end product.”

Great Reception for Sage MAS 500

Sage MAS 500 made it possible for U.S. Cable to move to a lower-cost network, as opposed to competing products that only worked on more expensive platforms. Installation was a breeze. “We did absolutely nothing except load Sage MAS 500,” comments Polozune. “No fiddling. No problems. The system never goes down, so our people have become totally spoiled. They think this is how all business systems work!”

U.S. Cable expected little more than an Accounts Payable and General Ledger package when it purchased Sage MAS 500. That changed as soon as they started using their new system. “We quickly discovered how much power Sage MAS 500 has, and the value we received for our investment,” says Polozune. “So we began implementing the software on a much broader basis throughout our organization. We also use it now to run Warp Drive, an Internet service provider we own, which is a separate company from U.S. Cable.”

Customer:

U.S. Cable Corporation

Industry:

Cable TV provider

Location:

Montvale, New Jersey

Number of Locations

Seven plus 175 franchises

Number of Employees

300

System:

Sage MAS 500

- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- FAS Asset Accounting
- General Ledger
- Purchase Order

CHALLENGE

Spreadsheets provided inadequate and cumbersome means of tracking purchase orders and capital expenditures; aggressive corporate acquisition strategy created need for flexible, scalable financial system.

SOLUTION

Sage MAS 500 with full complement of financial modules, including purchase order and fixed asset management capabilities.

RESULTS

Automated tracking of \$15 million in capital expenditures; streamlined audit process saving many hours per month; dramatic time savings in calculating depreciation.

Valuable Data in Fewer Hours

After widespread adoption of Sage MAS 500, two areas still needed upgrading, namely management of purchases and fixed assets. "We have very ponderous deals that involve large capital outlays," says Polozune. "Examples are laying cable for new housing developments, replacing existing cable with digital and Internet-capable service, buying or replacing vehicles, or leasehold improvements to renovate an office. When we tracked these purchases on spreadsheets, we never had information on a current basis. Our data was only historical, which meant we couldn't make decisions to prevent or postpone purchases when necessary."

U.S. Cable recently switched from spreadsheets to the Sage Purchase Order and FAS Asset Accounting modules in Sage MAS 500. "Sage Purchase Order and FAS Asset Accounting are sister modules that save us an enormous amount of work," Polozune notes. "We now have about \$15 million in capital expenditures being tracked through the system. The modules give us additional information we never had before, so we can manage our assets more strategically."

Tom Guzek, U.S. Cable's controller, has seen important improvements from using the depreciation calculations included in the Sage FAS module. "Working out fixed-asset depreciation on spreadsheets is a huge headache and big waste of manpower," he says. "The Sage FAS module is easily saving us many hours a month just in this area. Another benefit we're finding is that Sage FAS greatly reduces human error, giving us more accurate numbers. So our auditors have greater confidence in them, making the entire audit process more pleasant."

Ever the jokester, Polozune says he has only one complaint with his business system. "Sage MAS 500 is scalable, flexible and powerful. It handles everything we want it to. But so far, it hasn't made me look like Mel Gibson."

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