Consolidated Transmission Gets Torque It Needs in Sage 100 ERP

"Make one call and find it all." That's what Consolidated Transmission Parts tells customers around the world who need automatic and standard transmission parts (both new and used), or rebuilding services for standard shift transmissions.

"Most companies won't spend an hour tracking down something like a snap ring for an old 1952 Ford," says John Cimini, office manager. "But we will. We know that service is everything. And if we can do a good job finding something small, people remember—and they'll call us the next time they need something big."

Time to Trade Up

The service-based philosophy of Consolidated Transmission Parts (CTP) has definitely paid off. In just nine years, the company grew from 25 customers in its database to more than 1,500. In the process, it outgrew the Sage 50—U.S. Edition accounting software that had worked so well in the past.

Geraldine Chadwick, co-owner of CTP, began a search for replacement software. She spent several days with a computer consultant learning about Sage 100 ERP*. She liked what she saw in terms of robust reporting and scalability, and the sophisticated business perspective that Sage 100 ERP could offer. Also, she felt reassured that a smooth transition from Sage 50—U.S. Edition would be possible.

Sage 100 ERP Goes the Distance

The migration from Sage 50—U.S. Edition to Sage 100 ERP took place over a weekend in the middle of the month. The old system was closed out Friday at 4 p.m., and by Monday morning the entire company was up and running on Sage 100 ERP. Much of the credit goes to the consultant, a certified Sage 50—U.S. Edition to Sage 100 ERP Conversion Specialist, who used the power of the Sage 50—U.S. Edition Data Migrator, which is a migration tool from Sage.

*Sage 100 ERP was named Sage ERP MAS 90 when Consolidated Transmission Parts, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Consolidated Transmission Parts, Inc.

Industry
Transmission parts and rebuilder

Location
Orlando, Florida

Number of Locations
Two

Number of Employees
50

System
Sage 100 Standard ERP
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Custom Office
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order

Challenge

To make a smooth transition from an outgrown accounting software package to a scalable business management solution that offers robust reporting, strategic insights, and operational control.

Solution

Sage 100 ERP financial and distribution applications.

Results

More accurate inventory data and decreased overhead; strategic inventory management; diminished customer service inquiries.

Consolidated Transmission Parts had previously maintained its chart of accounts and general ledger using customer names only. The consultant assigned account numbers to more than 6,000 items containing two years' worth of data. All were then transferred through the data migration tool, along with complete inventory quantities. To Chadwick's surprise, the conversion went like clockwork with no data corruption.

Thanks to the new Sage 100 ERP system, Chadwick and Cimini now have up-to-the-minute information on inventory, which permits a more strategic approach to management. "We can pull up any part on the screen and know exactly how long it's been in our warehouse," says Cimini. "That makes it much easier to know when to reorder. Inventory aging reports now tell us when we have too much of a particular item in stock. These insights are essential in a business like ours, where dead inventory represents very real costs in storage, maintenance, and taxes."

Sage 100 ERP has proved to be easy to use as well. When a new salesperson comes on board, Cimini can teach him or her to generate a sales invoice in less than an hour.

Bottom-line benefits have been apparent from the new system. Because invoices are now much clearer and more detailed, customers call less frequently with queries, cutting down on telephone service time. The main financial improvement, however, has come from better inventory management, since accurate data translates quickly into decreased expenses.

"Sage 100 ERP is the most efficient and cost-effective software on the market for a business of our size and type," Cimini comments. "It does everything we need, and more. Best of all, we're confident that we won't have to replace our accounting system two years down the road, as Sage 100 ERP will grow with us even at current exponential rates."

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>
> John Cimini, office manager
> CTP

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