

QesTec Gets Quicker With Sage 100 ERP

From Acer to Zenith, computers get big productivity boosts from QesTec.

QesTec provides computer options such as upgrades for servers, workstations, personal computers, laptops, notebooks, and printers. The company prides itself on offering innovative, practical, and top-quality products, designed to be easily accessible and competitively priced.

In addition to its own compatible memory products, QesTec currently supports many of the industry's most prominent product lines including Digital/Compaq enterprise and storage options, Kingston Technologies compatible memory products, and Sun Microsystems server and storage options.

Evolving With Big Business

Booming demand for its high-tech products put QesTec in an enviable quandary. Business was doubling every year, and the company's computer system simply couldn't keep up with it. Inventory was turning at least 25 times a year. The time had come to replace stand-alone PCs with a robust network, including software that would provide manufacturing and inventory management systems plus wider access to customer information. In other words, it was time to migrate up from Sage 50—U.S. Edition, the accounting package that had worked so well during QesTec's earlier days.

Working More Efficiently

QesTec implemented a full-featured networked computer system on Windows® NT, and selected Sage 100 ERP* as its accounting solution. Deciding factors included the ability of Sage 100 ERP to maximize benefits of client/server technology such as performance and reliability. Also, it offered real-time inventory analysis with multiple user stations. And as an added bonus, transitioning records from Sage 50 to Sage 100 ERP would be easy.

Sage 100 ERP was configured to calculate the costs of building memory upgrade products, recalculate the cost of finished goods, and then enter figures back in for finished products. It transformed the company's data input process, eliminating the need for massive amounts of paperwork and double entries.

*Sage 100 ERP was named Sage ERP MAS 200 when QesTec, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer

QesTec, Inc.

Industry

Computer hardware, systems, and peripherals

Location

Auburn, Massachusetts

Number of Locations

Three

Number of Employees

20

System

Sage 100 Advanced ERP

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- Business Alerts
- SAP® Crystal Reports for Sage 100 ERP
- Custom Office
- Sage Fixed Assets
- General Ledger
- Inventory Management
- Purchase Order
- Sage ACT!
- Sales Order
- Visual Integrator
- Work Order

Challenge

Replace standalone PCs with a robust network system that provides extensive manufacturing and inventory support and can keep pace with exponential growth.

Solution

Sage 100 ERP financial and distribution modules.

Results

Eliminated excessive paperwork and double entries; enabled dispersion of bookkeeping and accounting tasks; saved 20+ manual hours per week; sustained substantial increases in gross margin.

“Our new system has allowed us to spread bookkeeping and accounting tasks throughout the company,” says Jeff Conrad, QesTec’s controller. “Anyone taking an order can now enter the sales order and purchase order information. The result is that I can focus on more important responsibilities like collections, profitability statements, and bank analysis.” He estimates that Sage 100 ERP is saving the company more than 20 hours every week.

The transition from Sage 50 to Sage 100 ERP went better than anyone at QesTec anticipated. Data loaded perfectly, and all operations were up and running the day after the conversion. Conrad says he appreciates the management tools given to him by Sage 100 ERP. “Beyond being a fine accounting system, it provides salespeople with complete inventory data online. In our industry, we need to calculate costs at the end of each day, access real-time manufacturing information, and obtain perpetual updates on inventory levels. Sage 100 ERP gives us all this and more, and has helped us realize enormous improvements in our gross margin.” He adds that given these powerful features, Sage 100 ERP is surprisingly easy to use.

Bill Moulin, president of QesTec, notes that he appreciates the scalability of the Sage 100 ERP system. “As our company changes, we find we can incorporate more complex configurations, such as utilizing the Bill of Materials module,” he says. “We continue to rely more heavily on Sage 100 ERP all the time.”

Thanks to its new business system, QesTec has been able to take advantage of new markets and continue its exponential growth. In fact, you could say that Sage 100 ERP has done for the accounting group what QesTec’s products do for computers—expanding the possibilities of an existing system, so the entire operation can work faster, smarter, and more efficiently.

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About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers’ needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: <http://www.facebook.com/SageNorthAmerica> and Twitter at: <http://twitter.com/#!/sagenamerica>.