

## Sage 100 ERP Knits Seamless Solution for Sweater.com

A girl can never have too many sweaters—especially superior-quality sweaters that are the height of fashion. That's the business behind Sweater.com and its label, One Girl Who..., headed by industry veterans Bruce Gifford and Dan Jaffe, a company that is hitting the apparel industry like a tidal wave. Sweater.com landed 500 accounts by the end of its first year, and its sweaters are hot sellers with national retailers like Nordstrom plus a thousand other specialty stores.

"We started out with QuickBooks for our finances and AIMS for the manufacturing side of our business," says Jonathan Saven, CFO. "The problem was that they didn't integrate, so we had a large gray area between the two systems. It was extremely inefficient and definitely not appropriate for a firm growing as fast as we are."

### Sticking With Sage

Saven had been happy with Sage 100 ERP\* for finances and Ensemble Business Software for apparel management at a previous company. So he adopted the two packages in late 2004. "I knew how well Sage 100 ERP and Ensemble would work together," he says. "They also provided me with a robust allocation module for both inventory and product costing, two features we considered essential."

Sweater.com uses its Sage 100 ERP system for practically everything, including entering orders, creating UPCs, generating purchase orders, tracking receipt of goods, entering sales orders, allocating invoicing, picking, updating invoices, and creating general ledger transactions.

Ensemble Business Software enhances Sage 100 ERP with special features for apparel, footwear, and soft goods companies. Of particular value is the ability to create a matrix for products by size and color, all housed under a single part number for easier reporting. Its Distribution Solution lets Sweater.com reduce data entry requirements and organize inventory by style, color, sizes, UPCs, and NRF codes. Its Warehouse Management Solution helps expedite finished goods allocation, multibin processing, picking sheet control, packing list processing, carrier manifest, and ship notice processing. The software also provides EDI capabilities.

\*Sage 100 ERP was named Sage ERP MAS 90 when Sweater.com initially implemented this solution. The product names have been updated in this case study to reflect current naming.

### Customer

**Sweater.com**

### Industry

Garment manufacturer

### Location

Santa Monica, CA

### Number of Locations

Three

### Number of Employees

15

### System

**Sage 100 Standard ERP**

### Challenge

QuickBooks did not integrate with vertical software for apparel industry management, causing companywide inefficiencies.

### Solution

Sage 100 ERP with suite of financial and distribution modules, fully integrated with Ensemble Business Software, an apparel industry management solution.

### Results

Greater accuracy in financial statements; real-time inventory reduced manufacturing costs; improved efficiencies in every area of the company.

## Inventory Efficiencies

Every garment at Sweater.com is bar-coded in the Sage 100 ERP Inventory Management module, providing real-time inventory counts. “We’ve seen efficiencies in every area of the company,” notes Saven. “Not only are our processes quicker, but it’s easier to get reports, export data, and access inventory maintenance files.”

Of particular importance is the system’s EDI interface. “We send out all of our orders via EDI, and they are returned the same way,” explains Saven. “Information flows directly from our customers and trading partners to our warehouse. Our reseller was very helpful in ensuring that the EDI worked smoothly, customizing the software to meet our specific requirements and then providing support and training after implementation was complete.”

## Awesome Analysis

What’s the biggest improvement Sweater.com has experienced since moving to the Sage 100 ERP/Ensemble system? “Without question, the ability to write better reports,” says Saven. “We’ve written literally hundreds of reports in Sage 100 ERP with SAP® Crystal Reports for Sage 100 ERP, mostly related to sales orders. We can easily produce reports summarizing reorders, weekly order analyses, sales order by representative, sales by territory, open-to-sell orders, open orders by item, and cut-and-sold reports. This gives us incredible flexibility.”

Although it’s too early to quantify improvements from moving to the new system, Saven is certain that bottom-line savings will be evident. “Sage 100 ERP and Ensemble have definitely improved productivity, speeded our processes, and given us much more accurate financial statements. This allows us to make faster—and better—decisions that will make us even more profitable,” he says.

## 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 12,600 people and supports more than 6 million customers worldwide. For more information, please visit the website at [www.SageNorthAmerica.com](http://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>.

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Sweater.com

Saven considers the move to fully integrated software management a wise strategic move for Sweater.com. “I’m actually glad now that QuickBooks didn’t work well. Its inefficiencies forced us to move up to a fully integrated system like Sage 100 ERP with Ensemble. I’m very happy with the results.”