

Xtrac, Inc., Revs Up Revenues With Sage 100 ERP

Formula One. World Rally. CART. Indy Racing League. Virtually all of the world's top motorsport teams use high-performance transmissions from Xtrac, Inc. The sales and service team work at its 6,500 square-foot engineering office and distribution facility in Indianapolis. Components are manufactured direct from CAD data at the parent company in Thatcham, England, to meet deadlines that would have been impossible just a few years ago, delivering Xtrac, Inc., parts on time to customers throughout the world.

When Xtrac, Inc., opened its doors in late 2002, the main focus was to supply the Indy Racing League. So its parent company in the U.K. selected Sage BusinessWorks Accounting as Xtrac, Inc.'s accounting software, designed for a modest-sized company. Soon, however, Xtrac, Inc., gathered serious momentum, adding NHRA, GrandAm, Motocross, and other lines. It outgrew Sage BusinessWorks Accounting in just one year.

Believers in Sage Software

"We wanted to upgrade quickly and stay within the Sage family of products," explains Lisa Lamott, controller. "I was familiar with Sage products from a previous company, and was impressed with their technology. So we selected Sage 100 ERP.* I'm certainly glad that we did!"

Xtrac, Inc., now relies on Sage 100 ERP to manage all its financials, including customer orders, invoicing, parts ordering, tracking and reporting back orders, inventory control, paying vendors, cutting checks, and accounts receivable and collections. The Sage 100 ERP Inventory Management module provides real-time reporting, so it is not necessary to do a physical inventory check every time a customer order comes in. Since parts come from England, real-time inventory has been a big help in determining which items are needed on an urgent basis for smoother distribution and better customer service.

Rapid Learning Curve

Ease of use was a big factor in selecting Sage 100 ERP. "We are working under such severe time constraints that we haven't had the opportunity for training on a new system," notes Lamott. "Fortunately, Sage 100 ERP is user friendly, and we were able to learn it on our own without leaving the job for classes, even though we had never used it before."

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

Customer

Xtrac, Inc.

Industry

Motorsport transmission distribution, engineering, sales, and service

Location

Indianapolis, Indiana

Number of Locations

One

Number of Employees

Eight

System

Sage 100 Standard ERP

- System Manager
- General Ledger
- Accounts Payable
- Accounts Receivable
- Custom Office
- Inventory Management
- Library Master
- Purchase Order
- Sales Order
- Visual Integrator
- Microsoft FRx® Desktop

Challenge

Addition of new business lines caused company to outgrow its initial Sage BusinessWorks accounting system.

Solution

Sage 100 ERP with complete suite of financial and distribution modules provides end-to-end business management, plus facilitates reports for parent in U.K.

Results

Total efficiencies improved by 50 percent; paperwork cut by 20 percent; parent can view financials remotely from England.

Xtrac, Inc., is experiencing dramatic improvements due to the migration to Sage 100 ERP, according to Lamott. “Our efficiency has improved by 50 percent across the board, and we have easily reduced paperwork companywide by 20 percent,” she says. “We set up Sage 100 ERP so our parent can review our books remotely from England, which decreases the number of reports we need to send them. And speaking of reporting, we can run practically any report we want with the software. I save a day every month just on sales reporting tasks.”

Value in Visual Integrator

One of the most useful features in Sage 100 ERP has been Sage 100 ERP Visual Integrator, a module designed to facilitate seamless integration between Sage 100 ERP and other business applications. It permits data export and import to any open-architecture source, without the need for an intermediate data file.

“Visual Integrator allows us to move data quickly and easily,” says Lamott. “If we want to do a systemwide change, we simply export the data to a spreadsheet, make the changes we need, and then bring back the information as a CSV file. It’s also relatively simple to create a backup file, in case inappropriate edits are made. The module has saved us enormous amounts of time, automating tasks that had to be done manually before.”

Improved efficiency has resulted in a streamlined workforce. “Since migrating to Sage 100 ERP, Xtrac, Inc., has doubled its customer base and total volume of business,” Lamott says. “But the software is so efficient that we’ve only had to add one person in the office to handle the extra work.”

Lamott jokes that her father would call Sage 100 ERP “the greatest thing since a pocket on a shirt.” Sarah Goff, office administrator, compares the software to a great Xtrac, Inc. transmission in a racecar. “Load your engine with Sage 100 ERP and see how fast you speed through the pack,” she says.

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Lisa Lamott, controller
Xtrac, Inc.

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>.