sage 300

In Time and Under Budget.
An Easy Migration to Sage 300 from Sage Pro

CLIENT
Media Information Services

INDUSTRY
Advertising and
Communications

LOCATION
New York, NY

SYSTEM
Migration from Sage Pro to
Sage 300

SOLUTIONS PROVIDER
Net@Work
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As with many New York City-based market research businesses, since investing in Sage Pro many years ago, Media Informa-tion Services' business has changed. Now focused on screening content shown on prime time and late night television prior to the air time showing, everything about the Company's workflow and billing processes has adapted to the industry's current needs for information.

Likewise, Sage Pro, once the underpinning of billing and financial information, was no longer the right solution. Co-President, Phylis Natoli, says "A key driver in making the change was our concern about support for the technology. With Visual FoxPro™, no longer being supported by Microsoft, we wanted to make sure that our business information was secure."

Choosing Sage 300

Sage 300 proved to be the right balance for Media Information Services - a product that is easy to use, has the possibility for great financial reporting, and uses the database standard in the SMB marketplace, MS SQL Server™.

Co-President, Mary Volpe, comments, "We made our decision pretty late in the year to go to Sage 300. Ordering a new server and having key staff on vacation, pushed back our conversion start time until mid-November." But the staff persevered and got it done. "Our consultant, Bella May, of Net@Work was great." And, the Media Information Services team leveraged the Sage Anytime Learning videos from Sage University to be able to get the application basics under control, on their own training schedule. "We did all the exercises and reviewed all the key points of the program. We only wish we could have reeled back to the exact place in the videos that showed the function we weren't clear on, but the tapes were still a good way to get started."

sage | Authorized Partner

Net@Work

CHALLENGE

As workflow & billing processes changed, Sage Pro, once the underpinning of billing and financial information was no longer the right solution. Additionally, Visual FoxPro™ is no longer being supported by Microsoft.

SOLUTION

Net@Work migrated Sage Pro to Sage 300 a product that is easy to use, has great financial reporting, and uses the database standard in the SMB marketplace, MS SQL Server™.

RESULTS

Media Information Services was able to implement their new system – in time – and under the Net@Work quoted budget. Their staff enjoys working with the new features including creating SQL scripting for better reporting.

ABOUT Net@Work

Net@Work is a leading integrator of accounting, financial, customer relationship management (CRM), and business management software. As a Sage Select Business Partner, Net@Work represents the full range of Sage ERP, CRM, HRMS and extended solutions. Net@Work specializes in workflow analysis, application development, industry-specific customizations, and system upgrades. With a staff of 180 consultants, developers, and hardware engineers, Net@Work supports 6,000 clients and receives numerous awards for its high level of customer service.

Recent Recognitions

Sage Software - Top Partner
Accounting Today - Technology Pacesetter
Accounting Technology - VAR 100
INC.- INC 5,000

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In Time and Under Budget

The time came to go-live. Media Information Services decided that they would perform a manual conversion of their opening balances. Due to a shift in customer base and billing practices, having a lot of the prior years' data available in their fresh new system wasn't meaningful to them. And they have a safe, archived version of their old system available if they need to go back for prior years of information. With this strategic decision made, Media Information Services was able to implement their new system – in time –and under the Net@Work quoted budget.

Using the New System

Phylis Natoli says, "It's been going well. Some of working with a new system is harder than we anticipated in certain areas. It is different from the old system, but we believe we are going to get used to it and enjoy working with the new features. The staff is getting used to it and has adapted well. "Also, Net@Work consultant, Anna Chan, helped the IT staff figure out how to create SQL scripting to help get better reporting. "The Net@Work consultants were great."

Is the project finished? Net@Work hopes that they can help Media Information Services with a goal set at the outset: to integrate an external billing system to Sage 300. That has proved to be challenging but the team is looking for a solution. But Media Information Services is happy with the change, knowing that their system will provide data security and great reporting in the years to come.