NET AT WORK HELPS *MOUNTAIN RIDGE METALS* HOST THEIR SAGE 100 & FINANCIAL DATA SECURELY IN THE CLOUD

SELECTION

Mountain Ridge Metals is a metal materials processor, and was formerly the Pennsylvania division of a larger parent company. Towards the end of 2018, the division could see the writing on the wall and knew they were about to be divested. So, the staff banded together to discuss how they would handle the change, as the parent company handled all the accounting and finance functions in Florida. At this time Brian Cooper, now controller for MRM, was brought on specifically because the company needed an accountant.

Cooper decided the company would stick with the same solution, Sage 100, the company had been using for years — but they needed to figure out how to host it. The solution provider Net at Work introduced its cloud hosting solution, Cloud at Work, and said it would provide benefits that hosting on site would not. For instance, redundancy of information and location, and the provision of managed hosting alleviating the burden from the company.

"We are quite big on disaster recovery scenarios," Cooper explained. "In the event that something were to happen here our financial and other sensitive data would be hosted off site. It's also more cost effective for us being the size of the org that we are. Having a dedicated server on site isn't feasible."

IMPLEMENTATION

"Our implementation was very unique because of the fact that we were a spin off company," Cooper said. "We didn't go through your typical transition from a legacy system because we did not carry any of the finance function out at the Pennsylvania location. There were quite a few challenges that were unusual and specific to our scenario, but Net at Work and Cloud at Work provided adequate solutions to the issues that we encountered."

Cooper went on to explain that because Cloud at Work only hosts Sage products, MRM needed another server on the manufacturing floor that would handle production data, customer relationship management, and other software pieces. The two servers would need to be able to share data, and MRM's primary concern was this would not be possible.

"The folks in our IT department and Cloud at Work worked hand in hand to make it work," Cooper said. "This now allows us to get real-time data to the management team so they can make decisions in a timely manner."

Because MRM was going through a reorganization, the company had a lot of legal complications to work through. Through all this, they still had to run a business. "Net at Work and Cloud at Work together made sure that our operations were never affected through implementation, which was fantastic," Cooper said.

HIGHLIGHTS

"The fact that Cloud at Work is a published application is really key for us because only the financial data is hosted by them," Cooper said. "There are many apps I need to access information from daily that are stored on site, and being able to do that without pulling data back and forth from a remote desktop is great while still providing security. For instance, the fact that we can access our HR files and financial data at the same time is key."

Cooper also said that Cloud at Work's support staff is "fantastic."

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CHALLENGES

There was a three to four week period during implementation that MRM was working via a remote desktop that was challenging.

There was a minor workflow interruption but all in all, the company was not even down for 30 minutes, Cooper said.

COMPANY GOALS

"Cloud at Work have been supportive as we now shape our own finance department," Cooper said. "We're really in our infancy, so we're utilizing things for the first time and realizing we don't have to carry out functions the same way they've been for years. With each step we take, Net at Work has been there through Cloud at Work to make each change seem seamless."

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