

SAGE MAS 90

SAGE ABRA

CLIENT SUCCESS STORY

## Brothers Cleaners Irons out the Wrinkles with Sage MAS 90 and Sage ABRA HRMS

### CLIENT

Brothers Cleaners

### SAGE BUSINESS PARTNER

Net at Work

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### INDUSTRY

Services

Dry Cleaning

### LOCATION

Raleigh, North Carolina

### SYSTEM

Sage MAS 90

Sage ABRA

Brothers Cleaners, a family-owned professional dry cleaning business, is in the business of making people look good and helping them save time. Understanding that today's life is hectic, they differentiate themselves by offering a free delivery service to customers. In addition, they provide a pick-up service at the same price as traditional drop-off counter service.

With five separate corporate entities, each with their own chart of accounts, Brothers Cleaners needed the ability to consolidate their data. Like any business, Brother Cleaners also wanted to improve cash flow. They sought to do so by automating their invoice processes to import invoices directly from their Point of Sale (POS) system into Accounts Receivable (AR), enabling them to then send more timely statements to their customers. They were manually processing credit card payments. With the delivery business comprised of predominately monthly credit card customers, the volume of their credit card business was growing. They wanted to automate this process to avoid costly entry errors and reduce the time it took to complete the process.



To meet these objectives and improve their overall efficiency, Brothers Cleaners needed a new accounting solution that would accommodate their growth. They also needed an experienced implementation partner to ensure their needs were met and to provide the guidance, suggestions and real-life examples they needed for improving their process flow.

### The Solution

Brothers Cleaners liked the fact that the Net at Work implementation team is comprised of CPAs who were once in public practice or were CFOs themselves.

#### CHALLENGE

Consolidating financial data for five separate entities, each with their own chart of accounts plus inefficient processing of both payroll and customer credit card charges.

#### SOLUTION

Implement Sage MAS 90 to automate workflow, increase efficiency and consolidate data along with Sage ABRA to reduce duplicate data entry and inefficiencies in HR & payroll.

#### RESULTS

Elimination of duplicate data entry, the ability to bring payroll processing back in-house, and avoid costly manual credit card errors.

sage

Net@Work

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- Bob Hilker  
President/Owner

## ABOUT NET AT WORK

Net at Work is a leading integrator of accounting, customer relationship management (CRM) and business management software. A Sage Select business partner, Net at Work represents the full range of ACCPAC, MAS and CRM products, specializing in workflow analysis, application development, industry specific customizations and system upgrades. With a staff of 130 plus consultants, developers and hardware engineers, Net at Work supports over 1,800 clients and has received numerous awards for its high level of customer service.

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.

“Net at Work took the time to gain a true understanding of our business, our objectives for our new accounting solution, our chief concerns, and our business processes,” says Bob Hilker, President/Owner of Brothers Cleaners. “After meeting with us and reviewing our needs, they recommended the perfect accounting solution for us – Sage MAS 90 and Sage Abra – and then stayed with us to ensure that the implementation went smoothly and our objectives were met.”

## The Process

Net at Work performed the implementation in phases, which allowed Brothers Cleaners to see immediate benefits. Initially the Net at Work team implemented MAS 90's core accounting modules, including General Ledger (GL), Accounts Payable (AP), Accounts Receivable (AR) and Bank Reconciliation (BR). They also included Visual Integrator for importing invoices from the POS system, plus the Credit Card Processing module.

An immediate benefit of the initial implementation was the modification and consolidation of the five separate chart of accounts into one corporate entity for reporting purposes. “Having 5 separate corporations, each with their own payroll and checking accounts presented a challenge. Implementing MAS 90 gave us the ability to quickly and easily produce a consolidated Profit and Loss Statement and reports using the FRx report writer,” states Bob.

Brothers Cleaners was also able to immediately shorten their receivables collection time by 10 to 15 days because statements began being issued in a more timely manner. Prior to implementing MAS 90, it was taking until about the 20th of the month to send out the statements. “After implementing our new solution, we were able to send our statements out by the 5th of the month,” says

Anita Stancil, Accounting Manager. “We were also able to accelerate our payments by automating the credit card charges for the customers who use this payment method. This allowed us to process these much earlier each month and took our credit card processing time from several days to a couple of hours.”

The next phase included the implementation of ABRA Payroll, Human Resources (HR) and Attendance. After implementing these solutions, Brothers Cleaners realized significant time and cost savings. The amount they saved in payroll outsourcing fees in one year more than paid for the cost of ABRA. In addition, payroll is now completed in less time than it took them to prepare the reports they produced for their prior outsourced payroll company. And, while bringing payroll “in-house” usually requires manually stuffing payroll checks, Brothers Cleaners was able to avoid this time-consuming task when Net at Work implemented a very cost-effective check folding and mailing solution for them.

## Happy Ending

Net at Work's extensive implementation experience, product knowledge and commitment to quality service ensured the right solution for Brothers Cleaners. “In every contact, whether in person or on the phone the people of Net at Work continue to identify opportunities to help us maximize the value of our new system,” Tom states. “Net at Work is a true partner committed to, and now a part of, our success,” agrees Bob.