

**CLIENT**

Norca Engineered Products

**SAGE BUSINESS PARTNER**

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**INDUSTRY**

Engineering  
Manufacturing

**LOCATION**

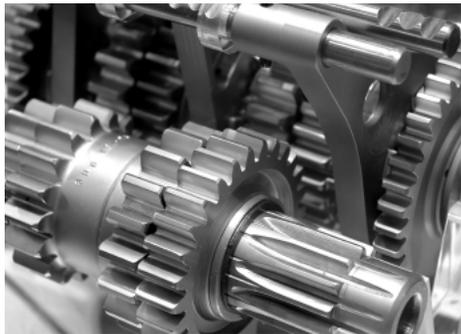
Raleigh, North Carolina

**SYSTEM**

Sage MAS 90

## Norca Gains Insights, Improved Efficiencies, and Increased Profits with Net at Work

Since 1987 Norca Engineered Products (Norca) has been supplying North American manufacturers with ferrous castings and forgings. Manufactured overseas, Norca's products are known for their high quality and competitive pricing. Norca's success is attributed to their engineering-driven mentality, which has yielded an average annual growth rate of 35%.



### Improved Processes with Reliable, Timely Information

Norca had an urgent need to find a better way for their accounting to be handled. Accounting was outsourced to an accountant who used Peachtree. "We had trouble with the reporting that we were receiving from Peachtree, particularly accounts receivable," said Jim Pollan, Norca's President. "In order to serve our customers better we needed a solution that was reliable, timely and did not depend on only one person. We needed access to our historical information and wanted consistent and repeatable business processes."

To find a solution, Jim had just one call to make. "I contacted my CPA who referred me to Net at Work," said Jim. "I trusted his advice and was comfortable with any recommendation he made." Norca's CPA highly recommended Net at Work, knowing that their consultants could help solve Norca's business challenges thus allowing them to achieve their goals. After several needs analysis meetings, Norca purchased Sage MAS 90 ERP from Net at Work along with their implementation and training services.

**CHALLENGE**

Replace old accounting system with a flexible, reliable solution that could be brought in-house and would produce meaningful reports and timely data.

**SOLUTION**

Implement Sage MAS 90 to provide centralized access to accounting information and to automate critical, often time-sensitive business processes.

**RESULTS**

Precise quotes, easier trend reporting and a well-managed inventory have dramatically improved workflow and improved communication with customers and vendors.



*"This solution has been a very cost beneficial decision for us. We have the system we need, more efficient business processes and the support we need from Net at Work."*

- Jim  
Pollan,  
President

## 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@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

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and midsized 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.

**sage**

**Net@Work**

## Inventory Simplified, Cash Flow Improved

"Our business is somewhat complicated due to the overseas work," said Jim. "We needed to be able to account for our inventory as soon as it left the dock. Also, our inventory is committed before we purchase it. With Sage MAS 90, this works quite well." Sage MAS 90 is able to give Norca a complete view of their inventory with just a few clicks of the mouse. "We are able to watch consumption, inventory and transit levels easily," said Jim.

Net@Work's consultants helped design and implement processes that matched Norca's business allowing their employees to be more efficient. Norca now has a system that their whole company can use and they no longer depend on someone's memory. "Anyone can go in and see the history of a particular part including shipping and price history," said Jim. "All types of information is readily available in the system. We now have the consistent, repeatable processes that will ensure continued growth."

"We also can manage our cash flow much better. Since we know where our inventory is at all times, we can communicate more effectively with both customers and vendors," said Jim. "This has significantly reduced our interest cost." Norca previously used their line of credit to finance purchased inventory. "We would have a reduction in profit if we were unable to have access to the type of information that we have now," said Jim.

## Insightful Information

Taking advantage of the user friendly Business Insights module, Jim frequently monitors sales and profits. "I can manage the business daily with this information. I make better decisions more quickly," said Jim. "Every part that we sell, we look at the profit impact. We manage our profit on a daily basis with reports that we get from Sage MAS 90."

Managing several thousand part numbers can be a daunting task. Quotes need to be exact and Norca relies heavily on the historical data housed in Sage MAS 90. "If we have made a mistake in either buying or selling our materials, we can find it very quickly," said Jim. "Sage MAS 90 allows us to be very precise in our quoting and estimates."

"I do a lot of trend reporting," said Brenda LaBounty, Norca's accounting manager. "It is easy to pull data out of Sage MAS 90 and into Excel to complete these reports."

"Sage MAS 90 is a work horse for us. It runs, it gives us our data, it doesn't shut down, it is reliable. It allows me to focus on what I need to in order for us to be profitable," said Jim.

"Net at Work is great to work with. Whenever we have a question, they are there to help us. We have talked through various business issues with them to get their input, for example, we were interested in additional features in Sage MAS 90 for some of our overseas operations. They are knowledgeable and it is easy to get what we need. This solution has been a very cost beneficial decision for us. We have the system we need, more efficient business processes, and the support we need from Net at Work."