

FACETS NEWSLETTER

Productivity. Growth. Profits.

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Part of our team feature series

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Gaining Insights

Sage's annual Partner Conference, Insights, was held last month at the Gaylord Opryland Resort in Nashville Tennessee.

We always gain so much by attending this week long event, filled with keynote speakers, industry experts, and breakout sessions which are so educational.

We hope you'll take advantage of the Sage Customer Conference, Summit, as it's so worth the time and investment, especially since it's right in our back yard this year. Be sure to save the date!

**Sage Summit
November 9-12, 2009
at the Georgia World
Congress Center**

Have You Seen Our New Website?

As we mentioned in our April issue of Facets, after many months of planning, proofing, and writing our new website is now live!

Please visit www.EmeraldTC.com and let us know what you think? We want this to be a valuable resource for our clients and for people seeking information on our services and solutions.

Check out the news page for our current and past newsletters, up-to-the-minute industry news, press releases and more.

Also, click on the "See a Demo" link on the left hand side. In addition to demos you will find current webcasts, special events, and a link to a calendar of webcasts designed to help you continue to maximize your software investment.

Be sure to check back frequently for special promotional offers too!

We'd love to hear from you soon, and in the meantime, enjoy this issue of Facets!

Meet the Team: Mike Yearty

Michael Yearty is our Director of Technology and is experienced in both accounting and technology. He is a certified consultant with Sage Software, and is a certified Master Developer for the MAS 500 product. Michael is both a Microsoft Certified Systems Engineer (MCSE) and a Microsoft Certified Database Administrator (MCDBA).

Upon receiving a Bachelors Degree in Accounting from the University of Georgia, Michael was a Senior Accountant and the Financial Database Administrator at the Atlanta location of Kurt Salmon Associates (KSA), a global management-consulting firm. At



KSA, Mike was part of the implementation team for the SQL server based version of Epicor software, and served as the database administrator.

Prior to Emerald TC, Mike was a consultant for First Edge Atlanta, a company that provided business management and financial technology to companies in the Southeast. He has over 18 years experience in consulting and implementation.

Mike's favorite pastime is boating on Lake Lanier. He enjoys all water sports including wake boarding and jet skiing.

Got BizExcelerator?

Do you have real time Sales Order and Inventory reporting and analysis? If not, it's time to take a look at BizExcelerator—a pre-integrated Excel®-based business tool providing simple yet powerful real-time reporting and analysis, simple report design and immediate access to MAS500 information. It ensures that the information is easily accessible, timely, secure, and accurate.

BizExcelerator now offers reporting and analysis for Sales Order and Inventory modules of MAS 500. Types of reporting available include:

Sales Order Reporting and Analysis

- Monitor sales activity real time
- Identify top customers by revenue or product
- Track salesperson productivity
- Review top product sales by company, division, or location

Inventory Reporting and Analysis

- Get real time access to inventory data
- Monitor on-hand quantities by

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"Emerald TC did a great job with our implementation of Sage MAS 500 from Sage Software. They also continue to respond to our questions in a timely manner."

Angela Gentry – D&F Marketing
Specialists in food, beverage, and equipment design

Read about this and our other success stories on our website at www.EmeraldTC.com

Pet Food Manufacturer Unleashes Efficiencies with Emerald TC

"Build a better mousetrap and the world will beat a path to your door," said Emerson. How about making better pet food ingredients? Ed Mareth and Kevin Keeling, experts in the poultry processing and pet food industries, decided to find out. The result was 3D Corporate Solutions, a company that has grown in just six years to be a leader in high-quality protein products, mostly for dog and cat food manufacturers.

During initial start up, 3D Corporate Solutions relied on Peachtree by Sage as its bookkeeping software. Within several years, however, the company needed a more robust solution that could manage the complexities of food manufacturing. After investigating many options, it decided on Emerald TC as its business partner, implementing a robust Sage MAS 500 ERP system specifically designed for food manufacturing.

"We selected Emerald TC because of the breadth of their experience and in-house talent," explains Kirk Evans, CFO. "Sage MAS 500 ERP was the best of breed in terms of corporate stability and accounting focus. Many ERPs are coded primarily for manufacturing, and then they tack on the financial modules. Sage MAS 500 not only has a powerful, industry-specific solution for food manufacturing operations, but it also provides strong accounting. It is founded

on generally accepted accounting principles, and is therefore very easy for a finance person like me to understand."

3D's business partner designed an end-to-end system that has automated information systems in both production and accounting. From the moment that raw poultry parts arrive at the plant, until they are processed into pet food ingredients and made ready for bulk shipment in semi trucks, the Sage MAS 500 Food Manufacturing Solution tracks all relevant data.

The enhanced system now provides real-time inventory information. It produces detailed financial reports including income statements, balance sheets, cash flow statements, and reports on payables, receivables and bank reconciliation.

Evans appreciates that 3D can create almost any report it needs with templates built into Sage MAS 500, avoiding extensive customization. He intends to introduce custom reports later, after his team is completely comfortable with the software and reliable baselines have been set for variables.

Emerald TC recommended that 3D install MAS 500 Food Manufacturing Solution. *Read the rest of the story on our website at www.EmeraldTC.com, About Us.*

Reminder ... support for MAS 500 version 6.3 won't be available much longer. Contact us today to schedule your upgrade, keep your support, and take advantage of all the great new features in 7.2.

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warehouse

- Analyze average gross margin and product costs
- Perform inventory valuation analysis

BizExcelerator also provides reporting for GL, Budgeting, Unposted Transactions, Statistical Accounts, Multi-currency, Purchase Order, Sales Order and Inventory

modules.

BizExcelerator offers a cost-effective, efficient and powerful alternative to standard reporting solutions that results in high user acceptance and adoption, faster and more efficient reporting cycles, and increased business intelligence throughout the organization.

Contact Emerald TC today for more information.

In Today's Word Efficiency is More Important Than Ever!

By Chip Benedum

Over the past six months or so, we have seen extraordinary things happen with the economy in the United States and the world. To combat the business downturn, many companies have cut labor and put a freeze on hiring. When companies do this, it is up to the remaining workforce to fill the gaps and expand their responsibilities to cover for their lost co-workers. But is that all they can do? Is cutting total staff the only way that companies can save money and realize efficiencies? NO. Many times a company will hit a slippery slope, where they have cut TOO much and it is affecting work performance of those left behind.

Over the years, I have worked with many companies and helped them to automate their warehouse and manufacturing centers. Often, I have found that there is a focus on one problem area and after the system is running, there is a pleasant surprise in savings in an unexpected way.

Business Case - Packaging Company (Receiving)

This packaging company produces and distributes packaging material (boxes, wrapping material, and packaging equipment) to various industries. Their biggest customers (automotive) were pressuring them for better pricing and delivery. The company approached us for consulting in ways to improve efficiencies and cut costs in the warehouse. We developed a proof of concept program and the company approved a \$40,000 budget for initial proof of concept. After an audit *Please visit www.emeraldtc.com/junearticle.htm for the rest of the article.*

