

Triangle MicroSystems

A Client Success Story



Fuel Consoles, HVAC Controllers and MAS 90: the Framework of Triangle MicroSystems

Business Challenge:

Consolidating data for five separate entities, each with their own chart of accounts.

Results Achieved:

- Elimination of duplicate data entry
- Ability to bring payroll processing back in-house
- Avoid costly credit card

“In every contact the people at BTS continue to identify opportunities to help us maximize the value of our system”

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In 1979, when the owners of Triangle MicroSystems (TMS) started manufacturing products in the family living room, many gas station operators were accustomed to running outside to read the purchase amount on mechanical-style fuel pumps. TMS introduced them to state-of-the-art electronic consoles that enabled a clerk inside the building to display the total amount of gas pumped outside, and the owner to easily calculate daily sales.

What a difference a couple of decades make. Most mechanical fuel pumps have been replaced over the years with modern electronic dispensers. TMS has kept up with this trend by developing and marketing newer, more sophisticated controllers. Having long ago outgrown living-room manufacturing and back-of-the-car distribution, the multi-million-dollar company now boasts a national distribution network for its products, and an expanded product line that includes HVAC temperature controllers for large buildings. Next year, TMS plans to roll out a new version of its fuel controller.

However, in spite of a growing product and customer base, TMS's computer system was inadequate — that is, up until January, 1999, when the company met with Business Technology Solutions, Inc. and then went live with Sage MAS 90.

Simplified Inventory

Two antiquated systems, an accounting package and a system for manufacturing functions, served the company before MAS 90 was adopted. Simply reconciling journal entries for the two separate software systems required one and a half weeks every month. “When an order came in, the clerk entered it into our accounting system and talked to the inventory manager to make sure we had enough products to fill it,” says Annette Hrabec, director of finance and purchasing. “I used to go over each inventory entry to make sure it was correct, perform a mini-audit on all that happened that month and then manually adjust the general ledger. It was a pretty crude method.”

Although it was time for a change, two events propelled TMS into revamping its entire system. The first was a concern about being severely bitten by the Y2K bug. The second was the departure of the company's purchasing agent — the only person that had understood the previous system. In considering a new system, Hrabec opted for a program that fully integrated TMS's accounting and manufacturing functions. She no longer wanted to spend one third of her time reconciling and cross-checking numbers.



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Full Integration of Accounting and Manufacturing Functions

Since integration was key, TMS rejected accounting software products requiring third-party manufacturing solutions, and selected MAS 90's accounting/manufacturing package. Once the decision was made, the transition took only four months. The download of files began in September 1998. "The transfer of data from our old accounting system went relatively smoothly," Hrabec comments, "But our old manufacturing system was much trickier. We had to perform several intervening steps to get all our manufacturing data into MAS 90. I wanted the new system fully operational by the start of the new year, and our reseller, Business Technology Solutions did an excellent job of helping to make everything happen on schedule."

Just in Time Purchasing Instead of Word-of-Mouth Inventory Management

The number of accounting journal entries dropped from 30 down to 10 per month. "I'm very excited about MAS 90," Hrabec raves. "Having the numbers available at the click of the mouse, and knowing they are right without having to nitpick every little thing — now that's progress." Word-of-mouth inventory management is also a relic of the past. Just-in-time purchasing is the order of the day. Prior to the implementation of MAS 90, TMS frequently stored three months of excess inventory in its warehouse to make sure enough product was on hand to meet demand. Now the inventory clerk, the controller and the plant manager can instantly access the Work Order and Materials Requirements Planning modules to manage purchasing and production. Productivity has been enhanced at every level.

Improved Employee Effectiveness

On a less tangible note, MAS 90 has improved employee effectiveness. For example, Hrabec took over the purchasing functions in addition to her accounting job just before the transition. She explains, "Being able to rely on a computer system that I'm comfortable with helped me advance on the purchasing side, even though all my experience was in accounting." Triangle MicroSystems was planning for major growth in the following years, especially with the introduction of its new product, EZ PetroSmart™. MAS 90 is one of the key factors in that expansion. "I can't imagine how we could have taken on this new product line with our old system," Hrabec says. "It would have been nightmarish. We're going through major growing pains this year, but knowing we have a reliable computer system gives us a solid foundation to build from."

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Director of Finance & Purchasing

The Solution:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- General Ledger
- Inventory Management
- Material Requirements Planning
- Payroll
- Purchase Order
- Sales Order Processing
- Work Order

Business Technology Solutions is a Sage Select Partner:



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SAGE ABRA

SAGE MAS 90



Authorized Training Center

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