



## CUSTOMER SUCCESS STORY

**CUSTOMER**

Del Papa Distributing Company, Inc.

**INDUSTRY**

Distributor of Anheuser-Busch products

**LOCATION**

Texas City, Texas

**Number of Locations**

Four

**Number of Employees**

160

**SYSTEM**

Sage MAS 90

**Modules in Operation**

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bank Reconciliation Extended Solution
- Crystal Reports®
- Direct Deposit Extended Solution
- Electronic Payment Extended Solution
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Sales Order

## Data “On Tap” at Del Papa Distributing

When South Texans pop the top on a frosty Budweiser beer, chances are that the can was delivered to their local store by Del Papa Distributors. The huge wholesaler has had a strong relationship with Anheuser-Busch ever since prohibition laws were repealed in the early 1930s. Today it has a fleet of 87 trucks—and is known for the level of service and customer satisfaction it provides to a diverse retailer base.



### Problems Brewing with Old UNIX-Based System

Problems were brewing in the accounting department of Del Papa, however, due to computer inefficiencies.

It had been using a UNIX-based system, with output printed in a Microsoft Excel spreadsheet. Reports were difficult to produce, and usable information was almost impossible to extract. The package was primarily geared toward planning truck routes, rather than making smarter management decisions.

The company was also displeased with its accounting capabilities from a broader,

philosophical perspective. Three of its most important corporate goals were to implement a performance-based compensation system, move to a paperless office, and permit widespread access to financial data.

### Profits Brewing With Sage MAS 90

Using a commercial database that ranks software by customer requirements, the company found that Sage MAS 90 ERP business management and accounting software met 89 percent of its most urgent needs, right out of the box. With Sage MAS 90 Extended Solutions, the package was quickly tailored to be a perfect fit for Del Papa’s specific environment. The entire

**CHALLENGE**

Recognizing that a software designed for planning trucking routes isn’t the best choice for strategic business management.

**SOLUTION**

Sage MAS 90 financial, distribution, and Extended Solutions.

**RESULTS**

Extensive accounting functionality; exceptional financial reporting capabilities; real-time access to critical data; virtually paperless business processes.

*"Sage MAS 90 has streamlined my workload by about half, and allowed me to create an audit trail that never existed at Del Papa. Best of all, Sage MAS 90 costs only one-tenth of what we'd spent on our previous accounting package."*

—Randy Berndt  
Accounting Coordinator  
Del Papa Distributing Company, Inc.

## 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.



system cost just 10 percent of the old product. The Sage MAS 90 reseller played a major role in creating this "fit," according to Randy Berndt, accounting coordinator. "Our reseller made us aware of all the extra things the product could do," he says. "With the Custom Reporting module they showed us, for instance, I was able to publish reports to the intranet."

Berndt had used Sage MAS 90 at his previous job with a CPA firm, so he understood the possibilities inherent in the product. "Sage MAS 90 lets me turn complex financial data into reports that division managers and salespeople can understand," Berndt comments. "Typically, this is in a graphical format—a chart of trends in gross profits, for example, or a diagram showing changes in the bigger items on the profit and loss sheet. I can forecast out five years and include benchmarks at one year intervals, or project case volumes 12 months from now. It's fantastic."

Because Del Papa's business is very seasonal, it's important that trend information be calculated on a moving 12-month basis. Berndt is able to do this with Sage MAS 90 quickly and easily, giving management valuable insights on how the current cycle compares with prior 12-month periods.

Before Sage MAS 90, Berndt was spending virtually all of his time on Del Papa's accounting. This work now comprises about half of his load. As a result, today his department also supports Del Papa's leasing and landholding subsidiaries.

Sage MAS 90 was also instrumental in allowing Del Papa to attain its three higher-level goals. The new performance-based pay system required different groups of employees be paid according to specific line items from the financial report. Berndt was able to extract this information easily with

Sage MAS 90. The paperless office is almost a reality, thanks to the power of the online reporting in Sage MAS 90. And, financial data is now available to virtually anyone who needs it, as it is "on tap" in the Del Papa intranet just minutes after being compiled.

"Our books used to be a nightmare, and now they're neat, clean, and accessible," comments Berndt. "The data that used to require hundreds of reports can now be explained in one or two. Anyone who takes a look can see the value of Sage MAS 90."

This includes Del Papa's external auditor, who has been so impressed by the changes at Del Papa that they're purchasing a Sage MAS 90 system themselves!