



best
software



MAS 200

CUSTOMER

Quantum Information Corporation

CORPORATE PROFILE

Headquarters

Napa, California

Type of Business

Information distribution management

Distribution Territory

National customer base

Number of Locations

Five

Number of Employees

170+

Annual Revenue

\$23 million

SYSTEM PROFILE

Computer System

- WAN running Microsoft Windows NT server
- Compaq Proliant 5000 file servers
- Compaq Deskpro 2000 workstations
45+ users on system

MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports
- Customer Billing (custom module)
- FAS Asset Accounting
- FRx Desktop
- General Ledger
- Inventory Management
- Payroll
- Sales Order

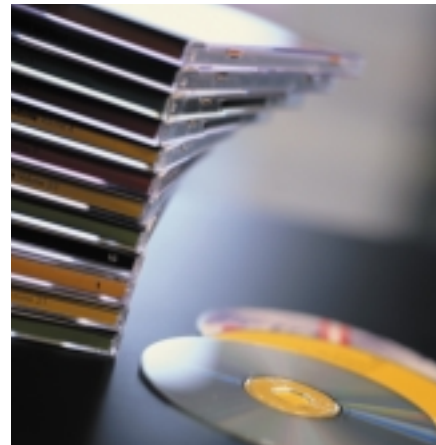
Quantum Leaps in Information Quality

Quantum Information Corporation has carved an unique niche in the information distribution industry. They print and deliver time-sensitive documents like invoices, stock trading statements, overdue payment notices and medical claims, via U.S. mail, Federal Express courier services, fax or electronic medium. Each project is printed on special stock by one of eight "monster machines" and matched with specified envelopes and inserts. Tracking postage costs and project details is a challenge for Quantum, since any one customer may have 5 to 10 different projects going simultaneously.

With over 39 million items being processed every month, the sheer volume of Quantum's output and the complexity of their operation is daunting. Prior to discovering MAS 200, they somehow managed to accomplish it manually.

A Quantum Leap in Productivity

Quantum found the turbo-charged accounting solution they needed in MAS 200. With a client billing module designed by an authorized Best Software



master developer, Quantum now relies on the power and streamlined automation of MAS 200 for virtually all of their billing, general accounting and operations functions.

"I wanted a system that could do it all," says Kimberlee Clark, vice president of finance at Quantum. "MAS 200 solution takes care of everything, from creating a job ticket to tracking inventory. MAS 200 even prints customer invoices."

When an order comes in, the MAS 200 system creates a document for the production facility. It specifies job details, such as the number of images to be printed, paper type and color, size of envelopes

CHALLENGE

Automate manual business processes and manage the volume and complex billing, operational and financial functions of a \$23 million dollar organization.

SOLUTION

MAS 200 and customized billing application.

RESULTS

Streamlined automation of all business processes; Supported 50% growth rate without requiring additional accounting staff; Unprecedented commissions, sales tax and revenue analysis; Positive ROI.

“MAS 200 gives us operations management and incremental billing capabilities that have basically paid for the system. It’s also allowed us to maintain our 50 percent growth rate without adding accounting staff.”

*Kimberlee Clark,
VP Finance
Quantum Information Corp.*

and descriptions of inserts. At the same time, MAS 200 tracks quantities withdrawn from inventory for reordering when stock is low. Then MAS 200 calculates printing costs and records delivery expenses. When the job is shipped, a customer invoice is automatically cut.

The Customer Billing module records even more detailed information: the day the application job started running, postage deposit, purchase order number, project owner at the customer’s site, technical person in charge, and graphic designer, as well as the Quantum sales representative programmer and sales manager.

“We were very fortunate that our reseller had a keen understanding of both accounting and software,” comments Clark. “He created a module for us that gives everyone the information they need from the system. And he was able to use existing MAS 200 capabilities, which definitely helped get us up and running fast.”

The reseller also built an interface to an electronic postage system, which has resulted in big savings. Postage is billed in very small increments, and the former keypunch system rounded off “negligible” figures. The new interface collects postage costs by job number, without dismissing fractional amounts, and allocates them automatically to the appropriate customer.

“When you’re dealing with millions of items every week, it’s easy to lose things

that are worth half of a cent,” Clark says. “MAS 200 catches these for us, and therefore gave us an immediate increase in billings. This, in itself, paid for the system.

“Since implementing MAS 200, we’ve also experienced a significant increase in efficiency. Before, we had four people keypunching all day long. Now we have reassigned them to other, more useful tasks, like auditing, collection calls, customer service and providing training to other MAS 200 users. Thanks to MAS 200, we’ve been able to handle a 50 percent growth in sales volume with the same accounting staff. We even opened a branch office in another city without assigning any on-site accounting people.”

Management reports have improved, too. Now Quantum has figures on commissions, sales taxes, and revenue generated by application. None of these were available before the advent of the MAS 200 system.

“MAS 200 is a wonderful product,” says Clark. “It’s so intuitive that I haven’t yet had to open the manual. Plus, it’s definitely contributed positively to our bottom line. I can’t conceive of running our business without it.”



BEST SOFTWARE SOLUTIONS

- ACCOUNTING • HR & PAYROLL • CONTACT MANAGEMENT • MANUFACTURING • DISTRIBUTION
- CUSTOMER RELATIONSHIP MANAGEMENT • E-BUSINESS • FIXED ASSET MANAGEMENT
- FUND ACCOUNTING • FUNDRAISING

best
software

insights for the life of your business™

866-308-BEST

www.bestsoftware.com