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MAS 200

Data Cable Makes the Connection – from Peachtree to MAS 200

"Connectivity, byte by bit." That's the motto of Data Cable Corporation, a custom data and voice cable configuration firm dedicated to improving connections between computers. It has built its reputation on assembling cable and connectors to unique specifications on a moment's notice. Some of its better-known customers include Sprint, Bell South and Bank of America.

Data Cable Corporation started in 1980 when Hugh and Shelley Hailey grew aggravated at waiting 12 weeks for a modem cable at a local store. They began making their own cables in the living room, soon moved operations to the basement, and then relocated to an office building when neighbors complained about 18-wheelers in their driveway. Their daughter Claire helped make cables during school vacations. After college she returned to the family firm, and today serves as vice president of operations, overseeing growth

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> *Vice President of Operations*
> *Data Cable Corporation*

that has sometimes topped 10 percent a year.

THE CHALLENGE

Data Cable used to keep its books on Peachtree, an accounting package well-suited for the company's early years. But as Data Cable grew, it faced an enormous volume of invoices and increasingly complicated inventory requirements. In the process, the company discovered it had maxed out its accounting system.

Claire Hailey browsed the Internet for a replacement, eventually checking out eight different packages. She selected MAS 200 for its growth potential. "I wanted something that would serve us for another 20 years," she explains. "I made a quick decision to go with MAS 200. It turned out to be the right one."

THE SOLUTION

"Because MAS 200 was set up like Peachtree and other Windows-based products, I found it very easy to learn," Hailey says. "The transition took less than a month, and occurred without a hitch. At the time, I was under a lot of pressure to generate financial statements right away. So I was very relieved that the conversion went so smoothly."

The MAS 200 system automates all aspects of Data Cable's operations, from order entry to relieving inventory. As an order is entered, the system creates a bill of materials, relieves the inventory parts, and maintains precise inventory counts. The system also manages purchase orders and payables and offers flexible reporting features.

"Thanks to MAS 200, invoicing now takes just 15 percent of the time it used to," Hailey comments. "We've cut the time needed to find an item in inventory by 95 percent. Already the system is saving us at least $10,000 a year, which is a lot to us. We expect to see much bigger savings in the next quarter due to improvements in inventory accuracy." Hailey has found it easy to make changes to purchase order and sales order forms in MAS 200. Most aspects of the system, however, have required no modification at all. "General ledger balance sheets and financial statements are all there ready to go," she says.

She also says that it's now simple to look up payment history information and monitor specific inventory items. She knows exactly when an item ships, when a check is cut, for which invoices, and for how much. "This is very helpful for keeping both vendors and customers happy," she says.

"With MAS 200, I feel like we have a mature business application, that is appropriate for our firm at this time," Hailey says. "I probably won't even be able to use the systems' full potential for another couple of years, since it can do so much. Needless to say, I am very pleased with our purchase decision."

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