

**CLIENT**

Stockton Graham

**SAGE BUSINESS PARTNER**

Net at Work  
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**INDUSTRY**

Wholesale  
Distribution

**LOCATION**

Raleigh, North Carolina

**SYSTEM**

Sage MAS 200

**Stockton Graham: A Blend for Success with MAS 200**

Stockton Graham, a wholesale specialty beverage and accessory supply company, was enjoying tremendous growth and business transformation. They had recently sold the retail portion of their business and were expanding their distribution and manufacturing segments.

Their inventory was growing and they felt constrained by their existing Peachtree solution. They felt they needed to move up to a new solution that would provide them access to better reporting and distribution capabilities to determine which brands were selling and which ones were not. Also, to know what inventory levels they should maintain to minimize inventory stock costs and enable them to make more strategic purchasing decisions and enhanced sales order processing functionality that would accommodate a larger number of users so more of their staff could enter and assess the information to make decisions.

**The Solution**

For the past several years, Stockton Graham's president and co-owner, Jeff Vojta had been discussing his business



and accounting solution with a fellow CPA at Net at Work. Jeff knew that Net at Work shared a common customer-centric business philosophy and as Stockton Graham continued to grow, it was natural for him to contact Net at Work to discuss migrating from Peachtree by Sage to Sage MAS 200.

The Net at Work team took time to really understand Stockton Graham's business and their objectives for the new accounting solution and they built a unique implementation plan around the skills and knowledge of Stockton Graham's personnel to develop a conservative yet realistic proposal - a fact appreciated by Vojta.

**CHALLENGE**

Creating an easy to use accounting system for "non-accountant" users with strong reporting capabilities.

**SOLUTION**

Upgrade accounting solution to MAS 200 to facilitate successful expansion of Stockton Graham and to enable flexible and accurate information tracking and reporting.

**RESULTS**

More control over equipment and other fixed assets. Expanded distribution and manufacturing segments. Greater flexibility over information tracking and reporting.

*"When it was time to look for a new accounting solution, we went to Net at Work. The staff at Net at Work is knowledgeable and experienced in software solution selection, set up and implementation."*

- Jeff Votja, Co-Owner

## ABOUT NET AT WORK

Net at Work is a leading integrator of accounting, customer relationship management (CRM) and business management software. A Sage Select business partner, Net at Work represents the full range of ACCPAC, MAS and CRM products, specializing in workflow analysis, application development, industry specific customizations and system upgrades. With a staff of 130 plus consultants, developers and hardware engineers, Net at Work supports over 1,800 clients and has received numerous awards for its high level of customer service.

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and midsized 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.

**sage**

**Net@Work**

## The Process

Net at Work upgraded Stockton Graham from their existing Peachtree solution to a MAS 200 core accounting, distribution and light manufacturing solution supplied by the same publisher as their Peachtree solution - Sage Software.

The Net at Work staff conducted a project kick-off meeting to ensure that all parties involved in the implementation were informed of and agreed to the key milestones, project tasks and responsible team members. The outcome of this work was the creation of a project work plan and associated tasks that served as the drivers for the successful implementation. The Net at Work implementation team also worked with Jeff and his team to ensure that the setup and options within MAS 200 matched Stockton Graham's data input and workflow. They made sure that the distribution processes in the system matched their business process flow and would be easy for all of Stockton Graham's employees to use, including the "non-accountant" users.

A new chart of accounts was designed for Stockton Graham that would provide enhanced reporting on their product lines and revenues/expenses. MAS200 was then configured to give them access to the data from the Crystal Reports module, as well as the ability to query their data using the SQL language. They then redesigned their inventory structure so that the product line and item specific data would provide real time information on the performance of their inventory. These designs enabled them to immediately begin making better

management decisions. The customizable features of MAS 200 have also given them greater flexibility over information tracking and reporting.

Net at Work performed the full implementation including installation, project management, training, conversion and testing. Net at Work also provided Stockton Graham with basic procedures and training manuals to help them effectively use their new accounting solution, while remaining available for questions and new situations as they arose.

## A Happy Ending

Stockton Graham later added additional software modules to their solution, including FAS Asset Accounting and ACT! Contact Manager. Using Sage FAS, they now have more control over their equipment and other fixed assets, and ACT! has allowed them to integrate their sales and contact management needs with their back office solution.

Stockton Graham has the information they need to make strategic purchasing decisions, manage their inventory and deliver outstanding client service at the same time. With their MAS 200 software in place and the confidence of knowing that the Net at Work team is available at any time to support their use of the software, Stockton Graham now has the ability to expand the distribution and manufacturing segments of their business and add new modules and system features as their beverage and accessory supply business grows.