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Tracking Technology with MAS 200® A Time & Billing Solution!

To whom do the world’s largest financial institutions turn when they need information technology assistance? Mercury Technologies is the one trusted by Wall Street neighbors such as Chase Manhattan Bank, Morgan Stanley, and Merrill Lynch. Mercury likes to refer to their business as a solution center—identifying their clients’ IT requirements, and creatively crafting solutions. Over the past decade, Mercury has provided solutions such as temporary staffing, sophisticated web design, application hosting, and custom software development for some of the biggest names in the business. Their business grows as satisfied clients recommend them. Mercury’s reputation, service, and expertise are first class.

The Challenge

A typical project for Mercury Technologies may span a year—some projects may span several years. Additionally, Mercury might be performing multiple projects for the same client, at the same time. At any given time, Mercury may have over 100 personnel on their staff, most of them consultants. As Mercury grew, eventually, the volume and complexity of accounting data outgrew their initial accounting software. The old accounting package was simply not powerful or flexible enough to meet Mercury’s dynamic and demanding needs. Reporting was awkward and difficult. Three full-time employees were required to produce invoices and manage receivables. Our old off-the-shelf entry level accounting software for cash basis payables and

general ledger, Michael Albert, Mercury’s controller, recalls was “Just terrible.”

Out with the Old, In with the New

In January of 2001, Mercury’s new international owners gave them a directive to replace the old accounting system. Mercury was very happy to oblige. After researching many options, Mercury Technologies selected MAS 200, including the powerful Time and Billing module. To implement the project, they selected Eagle Consulting Group, New York’s premier MAS 200 solution provider.

After obtaining a thorough understanding of Mercury’s objectives, the staff at Eagle quickly and smoothly directed the transition. The conversion to MAS 200 took only two months to complete. Eagle provided on-site training for Mercury staff and ensured that each member of the team was comfortable with their tasks before going live. “Eagle is just great” Michael says, “their service is excellent.”

Time and Billing

The backbone of Mercury Technologies’ operation is their consultants, billing clients for the services they provide and the expenses they incur. The Time and Billing module for Sage MAS 200 was engineered for the task. Mercury can use the Project Codes to track separate work activities for a single client, and assign different fee arrangements, billing rates, billing formats and budgets based on the Project. Time and Billing integrates seamlessly with other MAS 200 modules to post Time and Billing transactions to the General Ledger, and receive data from Accounts Payable and Bank Reconciliation modules. “We’re getting more from our software than ever before, yet it’s easier to use.”

Because of their variety of service offerings, Mercury wanted to



Tracking time for technology professionals

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separate their receivables by division. The Time and Billing module handles this with ease, allowing them to control income and expense accounts by the type of work, a feat impossible with their old software. As part of the conversion, Mercury switched from their old cash basis system of accounting to accrual.

Streamlining Operations

With increased functionality and ease of use, accounts receivable functions now only require two employees. Mercury was able to reallocate the saved human resources to other corporate tasks, increasing the overall efficiency of their operation. To please Mercury's discriminating clients, Eagle redesigned invoices using Crystal Reports. These invoices, customized automatically for each client with if/then statements, are triggered by attributes in the client masterfile. Eagle was able to save Mercury even more money by printing their invoices on plain-paper and utilizing a scanned image to print the company's logo.

Mercury's Controller prepares a multitude of detailed reports to the company's principals to help them analyze the company's business. Reports can be generated for time billed by consultant, by client, by project, by date, and by

task—giving each party the report “flavor” they are most interested in. “MAS 200 enables me to produce these reports in a logical way,” he says “everything makes sense”.

Staff appreciates the ease in which they can write off time they don't wish to bill, or easily correct time that may have been improperly coded during entry. “I find it easy to use, it works, and I trust it!”

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Poised For Growth

Mercury started with a five-user license for MAS 200, used by the core accounting personnel. They intend to transition into allowing the consultants to enter their own time, from the client's site, or even from home. MAS 200 stands ready and capable of handling the task.

Eagle Consulting Group and MAS 200 together enable Mercury Technologies to focus on their areas of expertise, with the knowledge that the lifeblood of their business, the billing of their consultants' time and expenses, is handled effectively and efficiently.

Creating the right solutions and implementing those solutions—a vision shared by Mercury Technologies and Eagle Consulting Group.

Headquartered in New York City, our firm has specialized in MAS 90 and MAS 200 by Best Software since 1994.

Since our firm supports the MAS 90 family of products, you can be assured of our experience and expertise in solving business problems.

If you need to improve how your firm approaches manufacturing, we would like to talk with you to see if MAS 90 is the right solution for you.



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