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Marie Alvarez,
Controller, East Coast Warehouse & Distribution Corp.

MAS 90 Payroll Delivers Big Return For East Coast Warehouse & Distribution Corp.

Strategically located in the Port of Elizabeth, East Coast Warehouse & Distribution Corp. maintains over 3.5 million square feet of warehouse space with convenient access to major distribution points along the east coast, and across the country. Its customers, often international importers, rely on East Coast Warehouse to reliably receive, store, and prepare customers' products for distribution. For over 50 years, East Coast Warehouse has enjoyed a reputation among its customers as a dependable, efficient, and organized business partner.

Breaking The Bank

In 1997, when their warehousing software manufacturer announced they would discontinue the payroll module, East Coast Warehouse elected to outsource payroll to Autom-

ated Data Processing (ADP). East Coast Warehouse has over 500 employees, in four states, on the payroll, and while ADP proved reliable, they were very expensive.

With ADP, Howard Berly, East Coast Warehouse's vice president of finance, and his staff still had to perform all the data entry required for payroll, and since they even elected to print their own checks Howard felt the company was getting little value from ADP. "We felt like we did 80% of the work and were still paying ADP a tremendous amount of money."

Marie Alvarez, East Coast Warehouse's controller, recalls that every time they needed a new report or a change to an existing report, ADP charged them

hundreds of dollars. "And that wasn't a one-time charge—literally every time we needed a copy of a report, they charged us \$500."

The Buck Stops Here

Already feeling they were performing most of the work required for payroll, Howard and Marie decided to bring the company's payroll back in house. A recommendation from the company's accounting firm introduced them to Eagle Consulting Group of New York City, and the MAS 90 Payroll module.

Now, eight years later, Howard and Marie couldn't be happier with their decision. Howard estimated that performing payroll using MAS 90 costs the company 1/8 of what they used to pay ADP. "We've run MAS 90 for the past eight years for less than the cost of one year with ADP."



Bringing payroll in-house with MAS 90 Payroll resulted in a huge cost saving for East Coast Warehouse & Distribution Corp.

Using the MAS 90 Payroll module, East Coast Warehouse & Distribution Corp. has a turn-key in-house payroll processing solution. MAS 90 applies earnings and deductions, automatically calculates employer and employee taxes, and prints detailed check stubs. All required quarterly and yearly payroll reports can be printed, and all current federal and state tax tables are included. Multiple city/state taxation is fully supported and flexible benefit accruals support virtually any benefit package.

Recently, East Cost Warehouse introduced an electronic time clock system to their warehouse facilities. Eagle Consulting Group designed an import utility that brings the electronic time clock data directly into MAS 90 Payroll. Bringing the electronic data into MAS 90 is "as simple as pushing a button."

You might think that managing multi-state payroll for 500 employees would require at least two or three full time staff. Using MAS 90, East Coast Warehouse accomplishes its complex payroll with

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one part-time payroll clerk. That clerk spends less than two days each week to complete payroll, start to finish.

“We could hire hundreds more employees without worry,” says Howard, “MAS 90 can handle it.”

MAS 90 provides East Coast Warehouse with much more flexibility than ADP. If they wish, employees can have their checks automatically deposited using Direct Deposit. For those employees that prefer a printed check, MAS 90 produces MICR encoded checks onto plain check stock. Eagle Consulting Group developed an export utility containing the company’s 401(k) contribution data that is sent to the plan provider after each payroll is run, saving time and increasing efficiency.

MAS 90 handles East Coast Warehouse’s complex payroll with ease, and fully supports its retirement and other benefit plans. Data entry is much faster and easier than the program ADP provided for use. And with the ability to import the time clock data they have cut actual data entry time down to a fraction of what it once was.

East Coast Warehouse requires a number of specific payroll reports. Various entities demand data in a particular format, or a customer that requires a record of labor charged to their account, or a government authority seeking to verify employment records. Howard used to have his staff enter the required data into Excel spreadsheets, to avoid the high cost of ADP reports. Using Crystal Reports, Eagle Consulting Group is able to satisfy every reporting request given them by



Eagle’s skill and responsiveness resulted in 100% on-time payroll for East Coast Warehouse & Distribution Corp.

East Coast Warehouse. And once designed, the reports may be used over and over during each pay cycle.

A Great Combination

“We get instant response from Eagle. They understand that payroll is a mission critical application and they are extremely responsive when we have a problem or a question,” says Marie.

During one payroll cycle, a printer problem threatened to disrupt operations. Eagle Consulting Group was able to dial into East Coast Warehouse’s system and diagnose and fix the printer problem in a matter of minutes. “We’ve never been late on a payroll in the eight years with Eagle and MAS 90.”

“I often recommend Eagle Consulting Group to colleagues,” continues Howard. “Not only are they knowledgeable about the product, but they understand the importance of the product to our business and give us instant response.”

With an attentive, knowledgeable, and conscientious business partner, a full-featured, flexible, and powerful payroll solution, and cost savings that keep adding up, East Coast Warehouse & Distribution Corp. is very pleased.

As Howard puts it, “Eagle is great. MAS 90 is great. Yet it’s the combination of the two of them that makes our system a success. I feel that with Eagle and MAS 90 we get more for less.”

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 payroll, we would like to talk with you to see if MAS 90 is the right solution for you.



50 East 42nd Street
Suite 2301
New York, NY 10017
(212) 692-9393
(212) 953-2913 fax
www.eaglecg.com

