



“Eagle provides us with excellent support, we’re extremely happy with them. They work in an efficient and effective manner, always placing our company’s needs first.”

## Eagle Tailors A Solution For Elfa International

For over 20 years, Elfa International, Inc. has been importing textiles from Asia, and then exporting those same textiles to wholesalers and factories in Latin America and the Caribbean. More recently, the company expanded its business offering, and founded Rainbow Home Fashions, a subsidiary that sells comforters to retailers in the United States. Located in New York City, Elfa International and Rainbow Home Fashions covers the globe with just eighteen employees.

### Situation Comes Unraveled

Elfa International’s old proprietary DOS-based accounting software was complicated to use, and difficult to support. The software lacked much of the functionality the growing company required, meaning that many tasks were performed outside the system using spreadsheets. The decision was reached to replace the outdated system with a modern, feature-rich, user-friendly solution.

### Blanket Solution

The company’s controller, Ana Hernandez, spearheaded the effort to locate a replacement solution. She sought the advice of Elfa International’s accounting firm, who recommended MAS 90® a Best Software® solution. The accounting firm was also specific in recommending the business partner Elfa International to implement the new software—Eagle Consulting Group. Located in New York City, Eagle is a Best Software Select Authorized Partner, and its consultants are known as the best in the business.

Hernandez explains “We were under tremendous time pressure, so we didn’t spend a great deal of time analyzing the various products on the market. We trusted the recommendation of our accounting firm for both the product and the partner, and it’s

turned out to be the best decision for us.”

### A Tailored Fit

While a typical distributor will need to account for freight in its cost of sales, an importer and exporter incurs a myriad of additional costs that the company must factor into the overall profitability of an order. The orders Elfa International places with its Asian suppliers may incur freight, duty, broker fees, insurance, and other miscellaneous charges. Since Elfa International’s salespeople receive commissions based on each order’s profitability, such detailed and accurate tracking is a necessity.

In the old system, the tracking of these incidental costs was manual. It was time consuming to determine the current profitability of an order. Using MAS 90, Elfa International can run reports and view inquiries on-screen at any time to learn the current status of an order, and the costs associated. Projected costs can be compared to actual costs, helping to identify potential errors or overcharges.

To account for these various costs, Eagle implemented the MAS 90 **Job Cost** module for Elfa International. As a customer places an order, staff creates a new job. As invoices for the various costs arrive, they are posted through the **Accounts Payable** module, referencing the correct job. This serves both to create the payable, and to post the expense to the Job. When Elfa International then exports the goods to its customers, staff produces an Accounts Receivable

invoice to record the receivable and post revenue to the job.

When the company started Rainbow Home Fashions, they simply set up a second distinct company within MAS 90 to track the subsidiary’s books. They were up and running in no time. They now have plans to add the **Inventory** and **Purchase Order** modules to aid the wholesale distribution activities of Rainbow Home Fashions.



MAS 90 and Eagle Consulting Group turned out to be the best solution for Elfa International.

IN-FOCUS

## Well-Woven Reporting

Instant, accurate, flexible reporting was impossible with Elfa International's old system—in fact the only financial report it was capable of producing was a trial balance. Full financials were only available after a visit from the firm's accountant.

In addition, much time was spent rekeying data from the old database into Microsoft Excel in order to produce profitability and sales reports.

Eagle introduced Elfa International to the wide assortment of standard reports offered within the MAS 90 solution. With **Aged Invoice** reports, **Cash Requirement** reports, and **Transaction Detail** reports, Hernandez has the ability to monitor every aspect of the company's operations.

While the standard reports suit most needs, Elfa International turns to Eagle Consulting Group for specialized financial reporting.

Eagle's consultants are FRx experts and have produced several custom reports appreciated by Hernandez and the rest of the management team. One report analyzes the profitability of each regional sales team, with options to print detailed transactions or summarized figures. Hernandez can now produce an entire set of monthly financials directly from MAS 90 and FRx, and can monitor the company's financial situation at any time within the month. While FRx is the tool of choice for complex financial reporting, Crystal is the optimal tool for analyzing Elfa International's job data.



With Eagle's help Elfa is now easily able to analyze job profitability.

Eagle Consulting Group designed a Job Profitability Report that details every expense that has been posted to the job, and compares the sum of those expenses to the contract amount to arrive at an expected profit. "We went from an all manual system, to an effortless automatic system," says Hernandez.

Eagle's in-depth product knowledge allows Elfa International to automate various procedures in MAS 90 that staff previously performed manually, thus expanding both the volume and the quality of data.

## Seamless Solution

The flexibility of MAS 90 provides Elfa International with ways to analyze data that were previously unavailable.

Now, just few months after implementation, all the data held by MAS 90 is accessible and reportable. "Between MAS 90 and Eagle, we have all the information we need to run a successful business—right at our fingertips."

"Eagle provides us with excellent support, we're extremely happy with

them. They work in an efficient and effective manner, always placing our company's needs first."

Hernandez is pleased that the faith Elfa International placed in MAS 90 and Eagle turned out to be so well founded. Thanks to Eagle Consulting Group, Elfa International enjoys a solution perfectly tailored to its needs.

**H**eadquartered in New York City, our firm has specialized in MAS 90® and MAS 200® software from 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 job costing, we would like to talk with you to see if MAS 90 software is the right solution for you.



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

