



"With the help of Eagle Consulting Group, we've automated functions to save us time, labor, and money," says Goldstein, "Eagle Consulting Group and MAS 200 have allowed us to grow 360% over the past year, without adding a single staff member."

Well Designed Solutions For HFI From Eagle

Pillows, comforters, shams, sheets and drapery—if you've purchased any of these items from retailers such as J.C. Penney, Bed Bath & Beyond, or Linens 'n Things—they were likely supplied by **Home Furnishings International (HFI)**. HFI supplies the nation's largest retailers with home furnishings and bedding, through its offices in New York and California, and its warehouse in South Carolina. The items are cut and sewn in China, using fabric supplied by HFI's parent company, American Decorative Fabrics (ADF).

An Irregular Fit

HFI and ADF shared the same aging Unix-based accounting software running on an old AS400. The software had no inventory control module, and therefore no way to quickly determine stock levels, or the value of inventory. "We kept spreadsheets," explains Justin Jones, HFI's information systems manager, "Lots of spreadsheets."

The software was difficult for users to learn and navigate through. "It didn't fit our business," recalls Tom Goldstein, HFI's controller, "We wanted a Windows-based solution that was easy to use and maintain."

A Well-Made Bed

Goldstein describes meeting Eagle Consulting Group as, "a mere miracle." He was surfing the Internet looking for information on **Best Software's MAS 200**, the award-winning accounting software he had already determined best met the company's needs. He had ruled out Microsoft Great Plains and Platinum. He decided the combi-

nation of strong distribution modules and robust accounting tools of MAS 200 were the best he could buy. **Eagle Consulting Group** came up in Goldstein's Internet search. He called Eagle, met with a consultant a week later, and hired the company on the spot. "I liked them very much," he says, "and still do."

From the time of Goldstein's search, to the full implementation of MAS 200, less than four months elapsed. The tight timetable to have the new software up and running by the beginning of HFI's fiscal year presented a challenge both to HFI and Eagle. "Eagle directed the entire process, following the implementation plan they created, and sticking to the dates," explains Goldstein. "They made certain that no details fell through the cracks."

Counting Sheep...And Pillows And Comforters

The inventory control features in MAS 200 are an ideal fit for HFI. Detailed item sales history is available, allowing HFI to analyze its best-selling items, and who's buying them. Reports and on-screen inquiries show what's in stock, what's on purchase order, what's on sales order, and costing detail. Having easy access to this information helps management to make strategic buying decisions. At the warehouse, Jones and his staff perform routine cycle counts on the various items they stock. "We had no easy way to determine the value of our inventory before MAS 200," Jones explains, "Now I can get that number instantly."

EDI Eliminates Data Entry

It often took employees days to complete the entry of a single order. A single customer's purchase order might contain stock for up to 500 separate stores, and thus had to be entered as 500 separate sales orders.

Eagle Consulting Group implemented an EDI solution for HFI that seamlessly integrates with MAS 200, thus eliminating the pains-



With Eagle's help, HFI was able to implement MAS 200 in just 4 months—in time for the beginning of the new fiscal year.

IN-FOCUS

taking and time consuming data entry tasks involved with these complex orders. Now, nearly 40% of HFI's customers trade using EDI. Each day, dozens of purchase orders are received and processed automatically, resulting in hundreds of MAS 200 Sales Orders. "We would have to hire additional staff just to enter these orders without EDI and MAS 200," says Jones.

Factoring Leverages Receivables

HFI sells its receivables to a factoring company. In return, HFI is able to borrow against its open receivables, financing its growth and investments. HFI's old software had no provision for handling factoring, so each day the staff sorted the day's invoices by payment terms, summed up totals, filled out a form, and mailed it to the factor. During the week or more it took the factor to process the manual requests, HFI was unable to borrow against its receivables. Eagle created a custom export utility using the **MAS 200 Visual Integrator** module that eliminates manual processing. At the end of each day, the export is run and the file containing the day's receivable data is uploaded to the factor's secure FTP site. The funds are available immediately for HFI to borrow against. Goldstein appreciates the practical business advice he gets from Eagle, "My consultants at Eagle are able to see the big picture, yet also to look abstractly at smaller issues and point out how we can do things better.



Business Insight's give management key information in a graphical, easy-to-use format.

Insightful Information

The **Business Insights** module gives busy managers like Goldstein access to key information in a graphical, easy-to-read format. He can choose from twelve charts, graphs, and reports to appear within the MAS 200 launcher, or in an Internet browser. The data is automatically refreshed, ensuring Goldstein is always looking at the most current figures. With choices such as Top Customers, AP Analysis, Cash Requirements, and Sales by Product Line, Goldstein and other top management can keep their fingers on the pulse of every aspect of the business. Users

can drill down from the high-level data displayed to uncover the underlying detail. For example, the Top Customer report displays a pie chart showing HFI's top customers, along with their period and year-to-date sales volume. To uncover more information about Customer #1—a user can drill down and view the full MAS 200 Customer Inquiry screens. From there, he can pick an invoice, and drill down into the invoice history files to see the actual item lines, including quantity and pricing. From the **Income and Balance Sheet Report**, a user can drill

down ultimately to the **General Ledger Detail Report**.

A Bed Of Roses

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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 distribution, we would like to talk with you to see if MAS 200 is the right solution for you.



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