Sage 100 ERP Grows on Landscape and Nursery Products Firm

During the past two decades, three interrelated companies have cultivated thriving landscape architecture and nursery supply enterprises in Northern New Jersey: landscape design firm Statile and Todd, wholesalers L.P. Statile Inc., and Statile Nurseries Inc.

Weeding Out the Old System

All three had been using a DOS-platform accounting software application operating on a 486- compatible computer system. As the inventories of the wholesaling operations approached 4,000 line items, limitations in accounting and data retrieval capabilities began to surface. That realization prompted the search for a higher-powered accounting application to better accommodate the aggressive growth of the companies.

Brian Whitney, a veteran of numerous accounting system conversions, was hired as controller in 1996 and given the responsibility to direct the transition to a Microsoft Windows® environment. "I've gone through a number of accounting system conversions in my career, and they have all been painful," he said. His objectives for the Statile and Todd companies were demanding: a seamless transition and superior performance.

Everything Is Coming Up Roses

Whitney began a critical evaluation of accounting programs to operate on a system of five networked Pentium processor-powered work stations running Windows. He was greatly impressed with Sage 100 ERP.* "Sage 100 ERP is known for its strengths in managing the accounting needs of light manufacturing and warehousing operations. But what really struck me in our evaluation was the speed of Sage 100 ERP—in inventory reads and printouts to screen. It's phenomenal, the fastest I have ever seen," said Whitney. "In comparison with the other applications we tested, Sage 100 ERP is supercharged!"

But Sage 100 ERP emerged the winner not only for its speed, but also for its stability, its integration with other applications, and its intelligent design and architecture. He praises Sage 100 ERP for its sparse use of system resources, enabling full implementation of the multitasking capabilities of Windows.

*Sage 100 ERP was named Sage ERP MAS 200 when Statile and Todd initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Statile and Todd

Industry
Landscaping, nursery, and wholesale nursery products

Location
Far Hills, NJ

Number of Locations
Three

Number of Employees
74

System
Sage 100 Advanced ERP

Challenge
Transition from a limited DOS accounting system to a high-powered Microsoft Windows solution that can manage extensive inventory and data to accommodate aggressive growth.

Solution
Sage 100 ERP financial and distribution modules.

Results
Smooth conversion; speedy multitasking; exceptional inventory functionality and reporting options; seamless data flow, import and analysis; can write to ASCII, Lotus, Excel®, and dBase files without exporters.

"Sage 100 ERP doesn't carry a penalty in the resources it requires," says Whitney. "Unlike other Windows accounting programs, Sage 100 ERP permits you to multitask several programs simultaneously without a reduction in speed. It has a clean user interface and easy navigation, and its drill-down capabilities are superb. Instead of using lines of instruction to complete a task, Sage 100 ERP requires only a few keystrokes."

Whitney observes that the operating speed of an accounting system is related to the design of its data storage and retrieval mechanism. "The design architecture is critical for top performance. In that regard, Sage 100 ERP beats 'em all."

The Statile companies applaud the inventory tracking strengths of Sage 100 ERP, reinforced by an Inventory Management module that provides built-in functionality and reporting options optimally suited to Statile and Todd's needs. They found that the intuitive interface of Sage 100 ERP and its effortless integration with Microsoft Office software contributed to a smooth transition. "Our employees quickly discovered that if they could use Microsoft Word or Excel software, they could scoot around Sage 100 ERP easily," said Whitney. He said the company routinely imports Sage 100 ERP data into other Windows applications to create different views of accounting data. "Sage 100 ERP gives us the ability to write to ASCII, Lotus, Excel, or dBase files without the need to buy exporters at additional cost. When I saw that, I had only one question: How soon can I get it?"

Within two months of purchasing Sage 100 ERP, Statile and Todd went live with the application. "And we never looked back," said Whitney. "It was the smoothest conversion I've ever been through. It was a first-class installation. Thanks to Sage and the expertise of our well-qualified reseller, we now have an application that has the power to handle our growth. We're all very happy with Sage 100 ERP."

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