

## CUSTOMER SUCCESS



## Sage MAS 500 right at home with National Recreational Properties, Inc.

National Recreational Properties, Inc. (NRPI) is the nation's premier seller of home sites in recreational and resort communities. For ten years, NRPI has made the dream of land-ownership a reality for thousands of families. NRPI relied on Sage MAS 200 ERP for its accounting and financial needs for many years. As the company grew, its accounting needs grew more complex, and with multiple entities, an intercompany accounting solution became important. Today, Sage MAS 500 ERP is the high-powered solution NRPI relies on—but it almost didn't work out that way.

### A Welcome Change

When chief financial officer Peter Elkin joined NRPI, the company had just purchased Microsoft Dynamics AX. Elkin had concerns about the costs for implementation, training, customization, as well as the ongoing maintenance of the product. So, he hired an outside consulting firm to review the company's options. The consulting firm recommended that NRPI abandon the Microsoft product and select the Sage MAS 500 solution because of its straightforward migration path from Sage MAS 200, its intuitive interface, and powerful intercompany accounting functionality. Well pleased with its local Sage Software Business Partner, who also supports Sage MAS 500, NRPI made the decision to switch. NRPI's Sage Software Business Partner was able to migrate the company's Sage MAS 200 data easily into the Sage MAS 500 database. "The transition went so smoothly," Elkin recalls, "that many of our users barely noticed the change—they didn't miss a beat."

### Intercompany Accounting Simplified

The powerful intercompany accounting features within the software have streamlined processing enormously for NRPI. The company was able to consolidate over 20 individual companies from its Sage MAS 200 software into a single Sage MAS 500 company, using a segment of the general ledger account number to represent each entity.

"I'm able to look at my business in many different ways. For example, I can get a profit and loss statement by individual lot, by development, or for the whole company," explains Elkin. "That's information I can use to make better business decisions."

### Customer:

**National Recreational Properties, Inc.**

### Industry:

Real Estate

### Corporate Location:

Irvine, California

**Number of Employees:** 700+

**Number Sage MAS 500 Users:** 60

### System:

#### Sage MAS 500 ERP

- General Ledger
- Accounts Payable
- Accounts Receivable
- Project Accounting
- Inventory Management
- Sales Order
- Purchase Order
- Cash Management
- Business Insights
- Data Porter
- Sage FAS 500 Fixed Assets

### CHALLENGE

NRPI has made successful use of its Sage MAS 200 software for years, but significant growth brought large transaction volumes and intercompany accounting challenges.

### SOLUTION

NRPI successfully transitioned to Sage MAS 500 ERP, a powerful enterprise solution with advanced capabilities including intercompany accounting and project accounting.

### RESULTS

The Sage MAS 500 solution easily supports the enormous transaction volume. Strong intercompany functionality streamlines accounting and reporting tasks. Powerful Project Accounting module tracks the individual profitability of each of NRPI's parcels.

Other NRPI business ventures are tracked in eight separate Sage MAS 500 companies, and the software is flexible enough to present a group of companies as a single legal entity. It also enables NRPI to easily generate periodic monthly, quarterly, and annual reports by entity and for the company as a whole.

Elkin uses the embedded financial reporting tool to create additional custom financial reports to meet the company's various reporting requirements.

### **Project Accounting**

With its accounting and financials fully implemented using the Sage MAS 500 software, NRPI is turning now to the Project Accounting module. Each of NRPI's parcels will be represented as a project, helping NRPI track the various costs associated with each parcel of land it buys and sells.

Because NRPI frequently holds the title to the properties until the loan amount is paid in full, it must track real estate taxes, insurance expenses, legal fees, deposits, and payments. The Project Accounting module keeps the detail NRPI needs to track expenses individually and to analyze its profit and loss by individual parcel of land.

"Tracking such an enormous number of details would be impossible without a powerful project accounting system," says Elkin. He appreciates the seamless integration between modules that allows accounts payable invoices to be associated with a project, inventory items to be issued to a project, and purchase orders to be charged to a project.

### **Easily Handles Huge Volume**

At any given time, NRPI has literally thousands of open loans for its properties. The sheer volume of transactions involved in buying, selling, and financing its properties is enormous. The company processes approximately 1,000 vouchers each week and generates 1,500 checks, wires, and other forms of payments.

NRPI has thousands of home sites on hand at any one time, and the Sage MAS 500 Inventory Management module keeps them organized and accounted for.

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High volume is no problem for the Sage MAS 500 software and its SQL database. "We're anticipating further growth," says Elkin, "and with Sage MAS 500 we're well positioned to handle it."

### **Customizability Is Key**

The Sage MAS 500 solution lends itself readily to interfacing third party solutions. NRPI takes advantage of this capability by sharing data between Sage MAS 500 and third-party property management and data warehousing software. With SQL programmers on staff, NRPI is able to implement these interfaces in house.

It's easy to customize the Sage MAS 500 solution by changing field titles and adding new data fields. The company added numerous additional data fields, throughout the software, to track the unique pieces of information associated with its business.

"We expect our return on investment with Sage MAS 500 to be enormous," concludes Elkin. "The quality of information combined with how easy it is to retrieve make it a great long-term solution for us."

## **ABOUT SAGE SOFTWARE**

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

