New Horizons Takes It Higher With Sage MAS 500

Looking for a Microsoft Excel seminar for your office in Kuala Lumpur? How about advanced technical training on network connectivity for your staff in Paris, Edinburgh, or Athens? New Horizons, the world's largest independent computer training network, will almost certainly have a class to fit your needs.

New Horizons offers businesses and individuals more choices for learning than any other company, with instructor-led, Web-based, and client-site training options. More than 1,400 customized courseware titles are available in 15 languages, with cutting-edge curriculum and a PC for each student.

New Horizons is one of Fortune magazine's 100 fastest-growing companies, and named on Forbes list of 200 best companies under $500 million.

Clouds on the Horizon

As the new millennium approached, New Horizons faced several challenges. Each corporate-owned center used a different accounting package, and handled accounts payable separately. Manual consolidation of financial statements had become an impossible burden as New Horizons pursued its strategy of buying back selected franchises. Leesa Dupree, financial analyst, was named project manager in the search for a new solution.

Dupree evaluated several mid-market and tier one packages, ooking for an intuitive, scalable system that was flexible enough to meet the tough demands of a fast-growing technology firm. She found the solution in Sage MAS 500 ERP and doc-link (integrated document management) software.

Success on the Horizon

"We selected Sage MAS 500 because it gave us more bang for our buck," explains Dupree. She also felt that Sage MAS 500 was a good fit for New Horizons. "We were convinced that Sage Software would deliver real longevity in the marketplace."

Customer:

New Horizons Computer Learning Centers, Inc.

Industry:

IT Training

Location:

Santa Ana, California

Number of Locations

280 sites in 44 countries

Number of Employees

1,200

System:

Sage MAS 500

- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- eExecutive
- General Ledger
- Purchase Order

CHALLENGE

Growing tech firm seeks an intuitive, scalable system flexible enough to meet the expanding demands and reporting requirements of corporate and satellite offices.

SOLUTION

Sage MAS 500, doc-link and AP MICR.

RESULTS

Streamlined company consolidation and data flow; advanced reporting and analysis capabilities; quick "issue" identification and resolution; paperless processing of financial transactions.

New Horizons now uses Sage MAS 500 for all standard accounting functions as well as complex reporting. "It allows me to do in-depth financial analyses such as pricing analysis on all of our corporate-owned centers," comments Dupree. "We can prepare reports against our SQL database, which covers all our companies, and receive clear answers concerning our product mix and cash collection efficiency. Management is very happy with Sage MAS 500 because it's easy for us to roll up the numbers quickly."

New Horizons has experienced the greatest benefits in the area of company consolidations. "We no longer have to frantically fax between offices whenever an account looks off," Dupree says. "Now the controller at corporate can drill down and investigate for herself. This means speedier resolution of issues, and better management overall."

Dupree saw additional opportunities for eliminating paper with doc-link from Altec, which integrates seamlessly with the Sage MAS 500 Accounts Payable module. All invoices now coming to corporate accounts payable are scanned and forwarded electronically to the learning centers for review. The controller in each center can approve, annotate, and return the invoice in a totally paperless process. The approved invoice image is booked into Sage MAS 500 and indexed into doc-link for permanent filing. Dupree also looked to their current printing solution provider, Altec, to provide their completely integrated Sage MAS 500 MICR check printing solution, AP MICR.

New Horizons' reseller worked hard to ensure that implementation went smoothly and trained Dupree's team to be self-sufficient so they can handle their needs in-house. Now whenever the company acquires a new franchise, Dupree can perform Sage MAS 500 implementations herself, including conversion of data from legacy systems and conducting end-user training. Dupree says she appreciates the invaluable help of the Sage Software customer support team. "With an intricate system like ours, it can be difficult to determine where glitches originate. During the implementation, our reseller worked closely with Sage Software's support group. Their professionalism was remarkable."

"This is a strong enterprise-wide financial solution that meets the needs of midsized companies very nicely."

The decision to go with Sage MAS 500 and doc-link was definitely the right one, according to Dupree. "We have paperless processing of financial transactions and documents on the desktop. This is a strong enterprise-wide financial solution that meets the needs of midsized companies very nicely."

ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and midsized 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.

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Your business in mind.