



C U S T O M E R S U C C E S S S T O R Y

CUSTOMER

Illinois Tool Works, Inc.

INDUSTRY

Diversified manufacturing conglomerate

LOCATION

Glenview, Illinois

Number of Locations

Approximately 600

Number of Employees

52,000

SYSTEM

Sage FAS 100 Fixed Assets

Modules in Operation

- FAS 100 Asset Accounting
- FAS Report Writer

ITW Manages Fixed Assets Worldwide With FAS Asset Accounting

Greg Strohmeyer manages tens of thousands of fixed assets for Illinois Tool Works, Inc. (ITW), a conglomerate of more than 350 diverse manufacturing companies around the world. After a thorough search, he chose to manage those fixed assets with FAS Asset Accounting from Sage Software.

“ITW believes that each unit should choose its own business direction,” said Strohmeyer. “Our companies are encouraged to select their own accounting software. However, we had to standardize the fixed asset systems because of IRS regulations. The government doesn’t care if you value internal flexibility—they want consolidated numbers.

“When I was manager of capital assets, it was my full-time job to run the fixed asset system...and that included finding a uniform solution. From the beginning, I knew that we needed a PC-based system. I looked into about 10–15 organizations that offer PC-based fixed asset systems, and I chose Sage Software for a variety of reasons.”

Sage FAS Fixed Assets has been the industry standard in fixed asset management software for more than 20 years. FAS Asset Accounting organizes fixed asset data in an easy-to-use spreadsheet format, performs complex depreciation calculations quickly and easily, and generates accurate and comprehensive reports.

FAS Asset Accounting, designed for larger, decentralized organizations, was a perfect fit for ITW. The solution provided additional power and functionality to handle its complex fixed asset management process.

“Sage Software has a real focus on fixed assets—it’s not just a sideline for them. I think that’s why their solution is so comprehensive. For example, some of the systems I looked into only had two books, and that was simply not going to cut it for us. Sage Software gives me seven books, and that’s critical because I need to account for assets in multiple locations. I was also impressed by the fact that Sage Software consistently updates its solutions...a lot of

CHALLENGE

Find a uniform and comprehensive PC-based solution that can account for assets in multiple locations, without the hassle of converting data from manual systems.

SOLUTION

FAS Asset Accounting—part of Sage FAS, the industry-leading fixed asset management solution.

RESULTS

Standardized fixed asset systems and seamless integration with various general ledger systems used by its units. Saved time and ensured accuracy with automatic data conversions.

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—Greg Strohmeyer
ITW

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



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ITW uses FAS Asset Accounting in 129 locations, the majority of which are in the United States. However, companies in Malaysia, England, and Canada have chosen to standardize with FAS Asset Accounting as well.

"FAS Asset Accounting was easy to sell to our units," said Strohmeyer. "It helps them avoid the hassle of converting data or fumbling around with manual systems. For past tax returns, we've had to print out our fixed asset data and bring in temps to manually key in the information. That was really time-consuming—and expensive. But FAS Asset Accounting has a powerful report writer that can pull that data right out of the software. Sage Software is really the only solution I know of that offers that kind of functionality."