Sage 100 ERP | Customer Success

M6 Concrete Accessories Casts Solid Foundation With Sage 100 ERP

Managing the finances at M6 Concrete Accessories used to be like pouring cement without a frame. Three separate departments comprise the company: concrete and masonry distribution, steel fabrication, and equipment rentals and sales. Each was on a different business system. Data had to be entered twice, and consolidated reports were difficult and time-consuming to obtain. Some, like detailed margin reports, could not be created at all.

"We chose Sage 100 ERP* to integrate our business units into one system," says Elizabeth Deck, controller. "Sage 100 ERP automatically collects and compiles data from each department, eliminating duplicate entry, and generates insightful reports for people at all levels in the company. We went live just ten months ago, and are already seeing dramatic improvements."

M6 Concrete Accessories sells and rents practically everything necessary for building with concrete—from sacks of Ready-Mix and huge panels for forming walls to stompers, saws, sandblasters, and loaders. Materials, finished goods, and equipment are stored in four warehouses. Sage 100 ERP and a full suite of modules manage it all.

Job Cost Automates Fabrication

"Our steel department runs on the Sage 100 ERP Job Cost module," explains Deck. "We buy rebar in 60-foot lengths and use a specialized software product to detail blueprints to contractors' specifications. The software delivers the requirements to Job Cost, which tracks how much time and material are spent on each job. The system tells us whether we're over or short and handles all billing and inventory transfers from start to finish."

"Within a month or two we'll have the Sage 100 ERP Visual Integrator up to further automate data transfers," she adds, "which will save from 30 minutes to two hours per job. We have about 50 jobs going at any given time, so the module will relieve our steel clerk of about one-third of his duties."

*Sage 100 ERP was named Sage ERP MAS 200 when M6 Concrete Accessories, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
M6 Concrete Accessories, Inc.

Industry
Concrete and masonry distributor, steel fabrication, equipment rental, and sales

Location
Wichita, Kansas

Number of Locations
Two

Number of Employees
47

System
Sage 100 Advanced ERP

Challenge
Legacy system was too heavily customized for updating; three separate business departments on stand-alone systems required manual data entry and prevented integrated management.

Solution
Sage 100 ERP with complete suite of financial modules, plus Job Cost, Visual Integrator, innovative use of Business Alerts, and the Automated Rental Management Vertical module.

Results
Rental administration tasks reduced by half; controller's workload reduced by 25 percent; steel clerk's tasks trimmed by one-third; quarterly payroll reports now done in one morning instead of three days.

The Automated Rental Management (ARM) module developed to integrate with Sage 100 ERP has transformed M6's rental department. "ARM tracks inventory, reservations, and how long equipment has been out," Deck says. "It prepares bills, and integrates with the Sage 100 ERP centralized Accounts Receivable module. Before, each rental transaction had to be reentered into the accounting system. By eliminating this step, Sage 100 ERP is saving about five hours of work every single day."

Real-Time Information With Business Alerts

Creative application of Sage 100 ERP Business Alerts keeps Deck in the know. "One alert informs me of drop shipments on a daily basis, so we can accrue costs the same day they are invoiced," she says. "Another lets me know when discounts are ready to expire, so we don't miss them. An alert tells me about any variances that will hit, so I can make necessary corrections, and a set of alerts goes to both the owner and me, showing total cash receipts and checks for net cash flow. In all, more than a dozen Sage 100 ERP Business Alerts help me keep my finger on the pulse of the company, for tighter management."

Deck appreciates the overall control the new system gives her. "The auditability is just awesome," she notes. "I know who did what, when, where, and why. I can answer questions from executives in minutes, provide gross margin information on a daily basis, and perform real-time management, fixing issues before they turn into problems."

Deck's workload has lightened across the board with the new system. "Before, I spent two weeks out of every month closing the books. With Sage 100 ERP I do it in a single day," she says. "That gives me nine extra days every month to focus on other projects."

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