

LUMITE ALTO

www.lumiteco.com

INDUSTRY

Roll Goods
Manufacturer

LOCATION

Alto, Georgia

OTHER INFO

150 Employees

2 Warehouses cover
250,000 square feet

SAGE MAS 200 ERP PROFILE

- Bill of Materials
- Work Order
- Multi-Bin Tracking
- Inventory Control
- Sales Order
- Purchase Order
- General Ledger
- Accounts Payable
- Accounts Receivable

CUSTOMER SUCCESS STORY

FRIENDLY SYSTEMS PUTS LUMITE ALTO ON A ROLL WITH SAGE MAS 200

“You want it when?”

It’s the kind of response a customer might hear when they make a request that seems impossible. So it’s easy to imagine that roll goods manufacturer, Lumite Alto, felt reluctant when they told their technology provider, Friendly Systems, they needed a new manufacturing system up and running in less than 3 months. And we’re talking the whole kit and caboodle including hardware, software, training, network configuration, printers, and bar code readers.

And if that wasn’t challenging enough, throw in a HUGE monthly penalty if Lumite Alto wasn’t up and running by September and you’re starting to get the picture.

So what was the answer? This time, it wasn’t the predictable “you want it when?” Instead, it was “let’s get to work, the clock is ticking.”

A Friendly Team Sets the Wheels in Motion

When the parent company in Gainsville, GA acquired the Lumite Alto operation, the existing SAP system license wasn’t included in the transition. In fact, terms of the agreement stated that Lumite Alto would incur huge monthly penalty if the continued to use SAP beyond September 2008. Lumite needed to



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install and implement a new accounting and manufacturing system quickly – and without a break in production and shipment. The parent company had an existing relationship with Friendly Systems and leaned on them for help. The task was to get Lumite Alto up and running on Sage MAS 200 in very short order.

“We jumped in on this project with two feet,” said Bob Kaczmarek of Friendly Systems, an Atlanta-area technology firm and authorized Sage MAS 200 provider. He adds, “We brought our whole team to the table including our CPA that set up the chart of accounts and reporting structure as well as our IT infrastructure partner to install and configure all the hardware – network cables, desktops, printers, barcode scanners ... everything.”

In other words, Friendly Systems put together a team that lived up to the company name: they were friendly and they had systems – and methods – that worked. Bob adds, “I’m happy to say that we delivered on time and on budget.”

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Authorized Partner

Friendly Systems gets Lumite Alto up & running in less than 60 days, saving huge fees enough to pay for the new system in one month.

“Friendly Systems Really Delivered On-time and On-Budget.”

“After using Sage MAS 200 a few short months, we realized we didn’t need all the bells and whistles that the SAP system had ... or the support costs it came with.”

- Alan Sutton
Plant Manager
Lumite Alto

Operations Are on a Roll

“When you’re shipping daily from a quarter-million square foot facility,” said Lumite Alto’s Beth Maney, Operations Manager, “you don’t have time to wander all over the warehouse looking for a particular roll. We carry a wide range of materials in various states of production for global customers. That means when an order comes in, we have to quickly locate the right product, figure out where it is in the production process, and get it out the door in a timely fashion. And Sage MAS 200 helps us do just that.”

Lumite Alto relies on Sage MAS 200 multi-bin and multi-warehouse functionality to provide the pinpoint location for thousand of rolls and finished goods in the warehouse. Bill of Materials and Work Order Processing provides accurate tracking throughout the entire manufacturing process. And to simplify things, Sage MAS 200 backflushes material and labor costs while quantities and finished goods are automatically posted to inventory.

Bells and Whistles ... Who Needs ‘Em’?

Alan Sutton, Plant Manager at Lumite Alto explains, “After using Sage MAS 200 for just a few short months, we realized that we didn’t need all the bells and whistles that the SAP system had. And we really didn’t need the support costs and other complications that came with it.” He adds, “We no longer wait days, or sometimes weeks, for IT to get the

data and reports we need out of SAP. With Sage MAS 200, we can run the reports ourselves, slice and dice the data, and export information to Excel when needed. It’s totally simple to use and the reporting flexibility has made a huge difference in productivity.”

Building and Sustaining Momentum

Today, Friendly Systems remains in partnership with Lumite Alto. Beth says, “They don’t just sell boxes of software and move on to the next project. They’re more like our IT department and an important member of our team.”

She adds, “And the ongoing support has been fantastic. We don’t need to explain our business operation every time we call. Whenever we need support, we get somebody who actually knows our account. That level of personalized service which makes things a lot easier than wasting time with a call center somewhere at a huge company.”

“Looking back on it all,” Beth marveled, “we say, gosh, how did we do all that in such a short time? Friendly Systems really delivered on time and on budget.”

About Friendly Systems, Inc.

Friendly Systems strives for long lasting, friendly business relationships built on mutual trust and respect. Since 1982, we’ve found that businesses appreciate our conscientious, experienced staff who can implement business software solutions and who stand behind their work. We think “out of the box” to help save you money and offer a variety of services to meet your needs with tools such as Sage Accpac, Sage MAS 90 and MAS 200, SageCRM, Sage Businessworks, and when required Custom Programming by a Sage Master Developer.

