

# Sage 100 Manufacturing



Advanced Trim & Kitchen migrate from Sage 500 to Sage 100 to fit their new business model.

When Jennifer Engel and her husband purchased the business in 2008, Advanced Trim & Kitchens was already using Sage 500 ERP. Coupled with a change in ownership came changes to the business itself and the type of work the company focused on. “Our operations and manufacturing processes used to be much more complex. But we’ve since simplified the type of millwork, assembly, and finishing that we do,” says Jenn.

So when it came time to update Sage 500, Jenn points out that the software had become overkill for their needs. She says, “We couldn’t upgrade without spending a lot of money on a system that we weren’t fully utilizing. With the changes in our business, we no longer needed the advanced manufacturing features and process complexity in Sage 500.”

## Trimming the Fat

That’s when Advanced Trim turned to their Sage support provider and technology partner, RKL eSolutions, for guidance. “RKL eSolutions had been supporting our Sage 500 software through the years and knew our business well so we had confidence they could help us evaluate options that were a better fit,” says Jenn.

After seeing a demonstration of Sage 100 ERP (sister product to Sage 500), Jenn was impressed with the relative ease and simplicity of the interface and workflow. Jenn points out, “In defense of Sage 500, it’s very capable when it comes to heavy duty manufacturing and managing complex inventory cost tiers. But the workflow and simplicity of Sage 100 ERP is a much better match for our light manufacturing needs.”

## Less is More

Jenn has discovered that reports are easy to run and customize on her own, transaction workflow is simplified, and everything in Sage 100 is faster and easier. And in the case of Advanced Trim, simplicity is accompanied by better accuracy. Jenn adds, “We went from an \$80,000 annual inventory adjustment down to \$4,000 this year. Before, there were so many more steps and complexity involved in inventory transactions. But because of the simplicity of Sage 100 ERP, our manufacturing and inventory tracking throughout the year is far more accurate.”

“While the new software system is great, the best part of it is the training and preparation that RKL provided. The guidance and support we receive from the RKL team is amazing. Beyond just software support, the business savvy and problem-solving skills they bring to the table make a world of difference,” says Jenn.

## About RKL eSolutions

Since 2002, RKL eSolutions has helped growing companies maximize their technology resources and investment. Over the years, we have helped hundreds of small and medium sized businesses as their strategic business partner. We specialize in the needs of Entertainment, Software & SaaS, Professional Services, Manufacturing, and Non Profit organizations. Our experienced consultants have a passion for making every facet of your business successful and are intent on building a long-term relationship with every client.



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