

# Sage 50 Quantum Accounting

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## Customer Success

Welcome to Sage 50—U.S. Edition, the new era of Peachtree. Sage 50 is the same solution that thousands of Peachtree customers know and use today with a new identity and a fresh approach. As Sage Peachtree, we built our legacy and demonstrated our commitment to value. Now, as Sage 50, we will up the ante on our commitment and shape the legacy yet to come. Read on to see how we helped one company reach its unique business vision, and how today as Sage 50, we can help you do the same.

## Sage Peachtree Quantum Saves Benner-Nawman Thousands and Boosts Efficiency

Benner-Nawman, Inc. started operations as a sheet metal fabricator in 1925. The company secured a big contract to build telephone booths for Pacific Telephone Company and for decades, Benner-Nawman was the premier supplier of telephone booth parts nationally and internationally. Keen foresight led the company to begin diversifying operations into the distribution of specialty construction tools and today Benner-Nawman is the exclusive U.S. distributor for several manufacturers and dozens of products. By running a lean operation and quickly responding to changing market conditions, the company has continued to thrive. One tool Benner-Nawman credits for its success is Sage Peachtree Quantum.

### The right-sized solution

Until 2008, the company had been using an older ERP software package, Macola. “It was overly complicated and difficult to use,” says Patricia Kendall, systems administrator for Benner-Nawman. “For support and maintenance, it cost us more than \$150,000 over the past decade.”

Kendall received a brochure promoting Sage Peachtree Quantum from a software supplier and liked what she read. The company’s accountant recommended Kendall look into the product. “I called Sage directly and asked about purchase price, functionality, support, and maintenance costs,” she recalls. “I almost couldn’t believe my ears. Where we were spending more than \$10,000 a year in maintenance fees, Sage Peachtree Quantum would cost a fraction of that a year and includes online training, support, and all updates and upgrades.”

The overall cost savings of switching to Sage Peachtree Quantum was significant, but that alone did not convince Benner-Nawman. “We need full distribution and light manufacturing capabilities from our business software, and we weren’t willing to compromise functionality for price,” Kendall says. “We ran a trial version of Sage Peachtree Quantum parallel to our Macola system for 90 days. At the end, we determined that Sage Peachtree Quantum offered everything we needed.”

### Customer

**Benner-Nawman, Inc.**

### Industry

Wholesale Distribution/  
Light Manufacturing

### Location

Wickenburg, Arizona

### Number of Users

10

### System

**Sage Peachtree Quantum**



### Challenge

Benner-Nawman was paying well over \$10,000 annually in maintenance costs and sought a cost-effective replacement without sacrificing functionality.

### Solution

Sage Peachtree Quantum delivers all the accounting, distribution, manufacturing, and payroll functionality the company requires, and more.

### Results

Savings of \$10,000 annually in support and maintenance costs. Now, processing payroll in house saves high cost of outsourcing. Sage Peachtree Quantum is an easy-to-use solution offering full functionality.

## Savings continue to grow

The software switch has transformed operations at Benner-Nawman according to Kendall. “We are saving time in every department and in every operation.”

The efficiency Kendall refers to stems from the software’s powerful functionality and intuitive operation. “I used to spend hours printing reports and filing them in big three-ring binders. The actual data we needed consisted of just a few pages, but the old software did not give us the flexibility to sort and select the reports the way we needed. With Sage Peachtree Quantum, I can get precisely the reports I need, and I can email them.

Kendall says the company also saves on the fees it pays its accounting firm. “They compliment our accounting and say our books are in perfect order,” Kendall says. “Because it is so quick for us to send them the reports they need electronically, we pay for less of their time.”

## Connected services expand functionality

The company used to outsource its payroll operations, but brought the task in-house with Sage. “We process the payroll here and Sage handles the tax filing. We save so much money and enjoy flexibility and control we didn’t have with the outsourced option,” says Kendall.

## Powerful functionality in an easy-to-use package

With comprehensive inventory tracking and enhanced bill of material management features, Sage Peachtree Quantum supports Benner-Nawman’s operations perfectly.

“We have fairly simple manufacturing needs, but the old software complicated things. In contrast, Sage Peachtree Quantum works the way we work. It is easy to print our work tickets, build our

“Sage Peachtree Quantum literally saves us tens of thousands of dollars every year.”

assemblies, and perform substitutions for component items as needed. And it is flexible enough to handle multiple costing methods (FIFO, LIFO, Average and Specific Unit), so we know we are properly accounting for our kits.”

Kendall and staff also appreciate the software’s personalized dashboards which provide links to frequently used reports and shortcuts to various tasks in one location. “It’s a big time-saver for us to have our most-used items together in one location,” Kendall notes.

## Lean and efficient for long-term success

“It is quite possible that Benner-Nawman might not have survived the economic downturn if we had not switched to Sage Peachtree Quantum. The efficiencies and cost savings our new software delivers allowed us to get lean, cut costs, and stay in business,” concludes Kendall.

## About Sage

Sage supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized 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, manufacturing, nonprofit, and real estate industries.