

# Sage 50 Quantum Accounting

 | 

## 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 delivers the right processes and controls to Halgo PEC

For more than 50 years, Halgo has provided quality products and engineering services. In 2008, Halgo PEC, Inc. was formed with a concentrated focus on process equipment and controls (PEC) for the natural gas, oil, and petrochemical industries. The company installs and services the equipment it sells, and prides itself on delivering quality products and solutions backed by expert support. It is a fast-paced, multi-faceted operation that demands a powerful, flexible accounting solution to keep it on track. For Halgo PEC, that solution is Sage Peachtree Quantum.

### Stick with a proven winner

The company started using Sage Peachtree accounting products in 1998. As it grew and its user count climbed, there was outside pressure to switch to a mid-market accounting solution. Halgo PEC evaluated its options, and quickly determined that the smart choice was a move to Sage Peachtree Quantum.

Wanda Goodman, CFO at Halgo PEC, has experience with several mid-market ERP systems, but has seen nothing to convince her to switch. “Sage Peachtree Quantum can now do more than other well-known ERP systems could do a few years ago, and at a cost that other systems cannot approach,” she says.

By sticking with the Sage Peachtree family of products, Halgo PEC avoided the high costs of implementation, data conversion, training, and maintenance while enjoying the benefits of a high-performance accounting solution that scales to support up to 40 users.

“Sage Peachtree Quantum represents a huge value to us. Other systems might cost three-times as much, and not give us any more functionality than we currently have,” says Ron Goodman, president of Halgo PEC.

### Customer

**Halgo PEC, Inc.**

### Industry

Industrial Equipment Sales  
and Service

### Location

Shreveport, Louisiana

### Number of Users

30

### System

**Sage Peachtree Quantum**



### Challenge

A Sage Peachtree user since 1998, Halgo PEC required a scalable solution capable of keeping up with its business growth and increasing staff.

### Solution

Sage Peachtree Quantum delivers the power, security, scalability, and broad feature set Halgo PEC demands.

### Results

Halgo PEC experiences all the functionality of a mid-market ERP at a much lower cost. By staying with the Sage Peachtree family of products, it avoided the high cost of switching software and maximized its ROI. A rich feature set supports all aspects of business management.

## Impeccable records and tight security

“Sage Peachtree Quantum keeps impeccable records. When I call the bank with a problem, they’ve learned to check on their end first, because our books are always right on,” notes Ms. Goodman. “And our audit group jokes that they should present me with flowers for making their job so easy.”

As more users access the software, the robust security features of Sage Peachtree Quantum are critical. Each user is assigned a user profile that controls which screens they may access. The software’s audit trail tracks when a user enters, edits, and deletes data.

## Data for better decision making

Halgo PEC runs a busy operation, so the ease of access to important business data is a tremendous asset to the company.

“I love the analysis menu where I can quickly access the reports I use frequently,” says Ms. Goodman. “The reports not only show us where we are, but they help us predict where we will be next week or next month. For example, the cash flow report shows me that customer ABC invoices are typically paid five days late. So I know I shouldn’t expect the money next week—that’s helpful information when you’re running a business.”

Halgo PEC relies on the Sage Peachtree Quantum Dashboard. “The Dashboard provides an excellent synopsis of the critical areas of our business health, such as AR and AP agings. Having this information always current and in front of me helps to guide our focus and efforts,” says Ms. Goodman.

## Track project costs to measure profitability

Halgo PEC uses the job costing functionality in Sage Peachtree Quantum to manage its service calls and to track the configuration of complex equipment assemblies. “By setting up a job for these projects, it is easy to accumulate all the associated costs, including labor and materials, and then compare those costs to our selling

“Sage Peachtree Quantum is a dynamic product that has scaled with us as our business has grown. That scalability increases our return on investment.”

Wanda Goodman  
CFO, Halgo PEC

price to gauge profitability,” explains Mr. Goodman. “The information we track helps us more accurately price future projects.”

## Streamline distribution

Advanced inventory tracking functionality helps Halgo PEC accurately account for its more than \$2 million in parts and assemblies and generate purchase orders when stock dips low. User-friendly screens make quote and order entry fast and easy. “Our customer service representatives can look at earlier invoices to see what we sold to the customer before and at what price,” explains Ms. Goodman. “And the special customer pricing we’ve set up is respected throughout the system, so we know we are creating accurate, consistent quotes.”

## An integral part of the operation

“Sage Peachtree Quantum is an integral part of our operation, from accounting and finance, purchasing, billing, inventory, and manufacturing, to service and job costing,” says Mr. Goodman.

Ms. Goodman echoes the sentiment, “Sage Peachtree Quantum is a dynamic product that has scaled with us as our business has grown. That scalability increases our return on investment.”

## 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.