# Sage 50 Quantum Accounting

## **Customer Success**



# Megavolt Design Energizes Its Operations With Sage 50 Quantum Accounting

Megavolt Design Inc. is a successful website development and graphic design firm headquartered in Saint-Jean-sur-Richelieu, Quebec. The firm's creative staff includes graphic designers, copywriters, programmers, and project managers. Among the clients that benefit from Megavolt Design's sophisticated multimedia solutions are trade associations, tourism boards, transit companies, and regional chambers of commerce. Megavolt Design began using Sage 50 Accounting—Canadian Edition\* at its inception over a decade ago, and it is the solution that this successful firm trusts its operations with today.

#### A Solution to Grow With

"Sage is one of the best-known small business accounting products, so it was an easy choice for me back in 1997," recalls Steve Trinque, owner of Megavolt Design. "And it is still the best solution for our growing business."

Trinque knows this from experience. Several years ago, his business partners urged him to switch to a different accounting software package they were more familiar with. "We tried it for two years, but it didn't have the flexibility that Sage 50 does," he explains. "We could not give our invoices the custom look we want, and it was very difficult to generate and send out quotes. I was very happy to switch back to Sage 50."

Over the years, Sage 50 has kept pace with Megavolt Design's growth. As the firm grew and its needs expanded, the software was upgraded to more powerful versions. Megavolt Designs is currently using Sage 50 Quantum Accounting.

"I upgraded to take advantage of new functionality and to support additional users," explains Trinque. "Sage 50 Quantum Accounting will support up to 20 users, so I have plenty of room for growth without the worry of changing software."

\*Sage 50 Quantum Accounting was named Sage Simply Accounting Enterprise when Megavolt Design Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

#### Customer

Megavolt Design Inc.

#### Industry

Graphic Design and Web Development

#### Location

Saint-Jean-sur-Richelieu, Quebec

#### **Number of Employees**

13

#### **System**

Sage 50 Quantum Accounting

## Challenge

As a successful, growing small business, Megavolt Design requires a flexible, powerful, and easy-to-use accounting system that can grow as the firm grows.

#### **Solution**

Sage 50 Accounting — Canadian Edition has been Megavolt Design's solution since its inception. The firm upgraded to the Quantum edition as its needs and user count increased.

#### Results

The solution's ease of use allows the business owner to easily handle all accounting tasks. Role-based security ensures employees only have access to the data they need to do their jobs. Flexible billing structure supports project-based invoicing.

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#### Security and Support

As the firm grows and adds new employees, protecting business data becomes a larger concern. Trinque appreciates the robust role-based security present in Sage 50 Quantum Accounting. Role-based security allows the firm to assign employees permission to access the areas of the accounting system, tasks, and reports based on their assigned role. Employees only have access to the data they need to do their jobs.

As a Sage Business Care subscriber, Megavolt Design is entitled to receive all product upgrades and updates as they are released and has access to unlimited phone, email, and online chat support from knowledgeable representatives. "The support is great. When we need help we can get it quickly," notes Trinque.

#### Power Up Sales

Megavolt Design's project managers generate proposals in Sage 50 Quantum Accounting and can send the proposals by email to customers from the software.

When proposals are accepted, staff can convert them to sales orders automatically. Megavolt Design is able to customize its proposals and invoices to be consistent with the branding on the firm's marketing collateral.

Flexible billing options support the way Megavolt Design does business. "Some of our contracts are for a set number of hours," Trinque says. "And though we create a progress bills and invoice for the hours spent, the software will track the hour balance for us through project completion."

A favorite feature is the Recurring Invoice function. "We bill monthly for our web hosting and this feature automatically generates the invoices for us. It saves us time and helps ensure we don't miss a billing," Trinque says.

Sage 50 simplifies customer communications for Megavolt Design. "We export our customer list to produce mailing labels and mail merge into Microsoft® Word® for customer letters," says Trinque.

Sage 50, like Trinque and much of Quebec, is bilingual. It offers tremendous convenience for Megavolt Design's customers who can receive their invoices in their preferred language.

Sage 50 Quantum Accounting gives me the confidence and tools to manage my company and my employees effectively.

—Steve TrinqueOwner, Megavolt Design

#### Data for Better Business Decisions

Trinque appreciates the variety of management reports and graphs provided with the software. "I review our financial reports regularly," he says. "They give me the information I need to analyze information such as sales trends and cash flow."

The aged receivable report is a tool Trinque uses to monitor past due invoices and make the necessary collection calls. "The report includes all the contact information, so I work directly from it and make my calls," he says.

Trinque has discovered another benefit of using one of the most popular small business accounting systems in Canada, "Our accounting firm is very familiar with the system, so it takes them less time each month to run the reports and perform their review, which saves us money."

#### No Accounting Expertise Required

The software's ease of use spares Trinque the cost of hiring full-time accounting personnel. "It's very simple to enter accounts payable, accounts receivable, and to generate cash receipts," he says. "The software even prints a deposit slip for me to take to the bank."

He concludes, "I am a creative designer and a business owner not an accountant. Sage 50 Quantum Accounting gives me the confidence and tools to manage my company and my employees effectively."

#### **About Sage**

Sage is a leading global supplier of business management software and services for small and midsized businesses. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 12,600 people and supports more than 6 million customers worldwide. For more information about Sage in North America, please visit the company website at: NA.Sage.com. Follow Sage North America on Facebook, Facebook.com/SageNorthAmerica, and Twitter, Twitter.com/sagenamerica.



