Sage 50-Canadian Edition

Customer Success



Sage 50 Accounting—Canadian Edition Plays Well With Sandbox Sign Group Inc.

The energetic team at Sandbox Sign Group combines creativity and talent to produce building signage, point-of-purchase displays, boat and vehicle graphics, banners, and promotional items. Its customers appreciate the firm's attentive service, fast turnaround, and quality workmanship.

It is a busy office, and the company president, Marshall Stern, works directly with customers and oversees operations. To allow him to focus more of his attention on his customers and less on his accounting software, Sandbox Sign Group relies on Sage 50 Accounting—Canadian Edition.*

Growing Together

Stern first purchased Sage 50 back in 1994, when the company was new. "I wanted a well-known product that would be easy to use and support," he says. "I considered Quicken®, but Sage 50 is geared toward Canadian small businesses. It has worked well for us all these years."

Sage 50 is the solution Sandbox Sign Group uses today; it is an ideal single-user solution for small and growing businesses. Should the company need to add support for additional users, migrating to the Premium or Quantum versions of Sage 50 is a straightforward procedure.

With Sage 50, Sandbox Sign Group is able to track revenues and expenses, pay its bills, and process payroll. It uses an industry-specific point-of-sale software package that handles daily receivable transactions and proposal generation. The company's bookkeeper then enters summarized sales data into Sage 50 enabling the company to generate accurate financial statements.

Stern recalls the ease of the initial set up the account structure in the software. "I used one of the chart of account templates and was able to get up an running quickly," he says.

*Sage 50 Accounting—Canadian Edition was named Sage Simply Accounting when Sandbox Sign Group Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer

Sandbox Sign Group Inc.

Industry

Signs and Graphics

Location

Burnaby, British Columbia

Number of Employees

Six

System

Sage 50 Accounting—Canadian Edition

Challenge

The hands-on owner of the Sandbox Sign Group requires an easy-to-use accounting software that allows him to focus his attention on growing the business.

Solution

Sage 50 Accounting is a full-featured small business accounting solution that delivers the right tools at the right price.

Results

Detailed reports help the company target areas for cost-cutting, saving Sandbox Sign Group money. In-house payroll eliminates the need for expensive outsourced providers. Straightforward migration path allows for future company growth.

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Insight Into Operations

As a business owner, Stern must keep a close eye on the company's cash flow and balance sheet. Sage 50 offers more than 100 predefined reports, enabling Stern to get the information he needs quickly and easily. "I like being able to view comparisons of the current year's business activity compared to prior years," he says.

By comparing revenue and expense values of past years, Stern is able to clearly chart Sandbox Sign Group's financial position. The software stores up to seven years of history providing a strong basis for comparison. "I like to see where we are, where we were, and where we are headed," says Stern. "These reports give me a complete picture of my business's health."

Catch Cost Overruns

Through diligent monitoring of the reports, Stern was able to save the company money. Recently, while reviewing a report, he noticed that his courier costs were 40 percent higher than in previous years. "I investigated and found we could save money by switching couriers," he says. "I might have missed that without the comparison reports and gone on paying much more than I needed to."

The Detailed Purchases report and Purchase Transaction reports help Stern track and monitor material costs, a significant expense for the company. "I can compare our actual expenses to budget values to catch overages before they become significant," he says.

Quick Accounts Payable Processing

Accounts payable processing is a straightforward task in Sage 50. "I run a report to see what's due, adjust the amounts if necessary, and print cheques," Stern says. "Simple."

Payroll Made Easy

Outsourcing payroll is a large expense for a small business, so Stern appreciates that Sage 50 offers an in-house payroll solution. "I save money by keeping payroll in-house, as opposed to outsourcing," Stern says. "And Sage 50 makes it easy. I just enter Sage 50 makes it easy. I just enter the hours and the software does the rest. Updates come directly from Sage twice a year, so I know that the tax tables are correct.

Marshall SternPresidentSandbox Sign Group Inc.

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A benefit of its Sage Business Care plan is that Sandbox Sign Group can prepare the government T4, ROE, or RL-1 forms and print or e-file the documents.

More Banner Years Ahead

Sage 50 has worked so well for so long at Sandbox Sign Group because it is an easy-to-use, full-featured accounting system that delivers the tools and information the company needs to compete and succeed.

"To grow this company, I need to spend my time bringing in new business not worrying about accounting tasks," concludes Stern. "Sage 50 helps ensure that my accounting is in good hands so that I can focus on my business. I'm staying with Sage 50. I like it and my bookkeeper likes it. We've used it for 16 years and might just be using it for another 16 years to come."

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.

