

ASI Success Story



Sage Partners Team-Up to Provide a Custom Solution for Premier Carrier, Inc.



Customer

Premier Carrier, Inc.

Industry

Commercial & Industrial Shipping

System

Sage MAS 90 (Sage 100)

- General Ledger
- Accounts Receivable
- Accounts Payable
- Bank Reconciliation
- Freight Billing
- Equipment Maintenance (ASI Addition)
- Custom Programming by ASI

The Problem

Premier Carrier's custom software solution was discontinued and no longer supported.

The Solution

Micro Business Systems and Accounting Systems, Inc. worked together to customize Sage MAS 90 (Sage 100) to fit Premier's exacting needs.

The Results

Premier Carrier's accounting functions, including tracking equipment maintenance are now easier, faster and more reliable while greatly reducing duplicate data entry.

Premier Carrier had been using an antiquated accounting system, which the software developer actually discontinued and stopped supporting. "We had been able to continue using the system since then because the data entry piece worked well enough, however, finding entries to edit has always been cumbersome and time-consuming," stated Donna Goliti, at Premier Carrier, Inc.

The company knew it was just a matter of time before their old system wouldn't support their needs any longer, so the search started for a replacement. Their primary objective was to find a system that would be supported while making the accounting functions easier, faster and more reliable.

Premier Carrier talked to several software vendors, but none had a solution that worked the way the company needed to work. The systems would require Premier Carrier to change and adapt to those systems, and they all seemed cumbersome with no option for customization. This changed however, when they talked to Karen O'Lane, Owner of Micro Business Systems about Sage MAS 90 (Sage 100).

The Solution

MAS 90 (Sage 100) provided everything the company was looking

for and so much more. Premier Carrier described to Karen how they operated and what they were looking for in a new system. "I was so happy that Karen truly listened to what I wanted," proclaimed Donna. She continued by stating, "Karen was able to come up with a design to do precisely what I described.

Through a collaborative effort with Accounting Systems, Inc. (ASI), Karen was able to work with ASI to customize the software to work for Premier Carrier's exacting needs.

The company wanted a custom freight billing data entry screen, with custom fields for load number, freight bill number and shipper numbers. With multiple customers possible for the same Load number, this required special logic.

The freight bills update to standard MAS 90 (Sage 100) invoices, but in order by customer number, so that each customer in the billing cycle has a range of sequential invoice numbers, then in order by load number. This makes it easier for Premier Carrier's customers to see what they were billed for the week minimizing questions, and Premier Carrier gets paid faster.

The customization automatically creates Transportation Broker Agreements for owner/operators. It



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Donna Goliti - Premier Carrier, Inc.

Robust Service. Deep Relationships.

Whether your business needs accounting, ERP or CRM software, e-Business solutions or custom developed applications, we have the proven software solutions and service your business needs to grow and thrive.

Located in Columbia, South Carolina, Accounting Systems, Inc. was started in 1986 to assist companies in selecting a scalable accounting software package that not only met the current needs of their business, but one that would adapt to constant change and future growth.

Through quality relationships we've established over the years, one thing became evident - our clients began to rely on us not only for accounting software, but to assist them in deciding what technology solutions they needed to become more productive.

Today, ASI provides products and services designed to streamline a company's complete infrastructure. Serving clients across the nation while providing a personal, local touch is what we do best. Come experience the ASI difference.

fills out all of the information, eliminating manual steps. The commission/payment information from the Transportation Broker Agreements automatically transfers to the liability company and creates the payables. All of this saves Premier Carrier substantial time.

“We also incorporated ASI Additions’ Equipment Maintenance module,” recalls Karen. “The Equipment Maintenance component was a huge bonus to Premier Carriers, as previously this information was tracked manually.” Equipment Maintenance tracks all maintenance work as well as lifetime limits for any type of equipment maintained by the company. Equipment types, maintenance labels, maintenance tasks and trigger intervals are all user definable.

Results

“Initially, we didn’t see the need to buy five user licenses, since only two people were accessing the old system,” stated Donna. “But this system is so easy, now I’m excited about having the rest of the office team use MAS 90 (Sage 100) for more than just entering freight bills; it’s been great to share some of my workload.”

The records for maintenance on Premier Carrier’s equipment had always been manual, and now it's all in

the computer. The company can simply print a report when they need it instead of thumbing through piles of paper in file folders. According to Rob, “I really like the Equipment Maintenance Module. Data entry is quick, and I get the reports I need, easily.”

Brian Kelly, President of ASI stated, “We work with other resellers all the time, but there are some that are like an extension of our office. Karen O’Lane with Micro Business Systems exemplifies that statement. It’s great to collaborate on a project like this and see the end user receive so much more than they ever expected.”

