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Net@Work

Net@Work and Sage Accpac Provide the Right Stuff for Toy Company

It was a huge leap for two New York financial professionals to become entrepreneurs. But Sid Banon and his partner liked what they saw when working with a small stuffed toy company, and they bought it in 1988. One good idea led to another–such as putting the stuffed toys in small cases, and challenging people to pick up the toys with miniature cranes.

Two decades later, Win Stuff's "skill cranes" are found in thousands of restaurants, supermarkets and malls around the country, making Win Stuff the largest vertically integrated skill crane operator in America. Win Stuff rents locations and operates and services the kiosks. They also manufacture all the toys used in their kiosks through a subsidiary, Good Stuff.

"Our kiosks are truly a win/win proposition," says Banon, CEO. "There is no overhead, investment, start-up or maintenance cost, so our rental partners start seeing a profit from the first day of installation. In addition, we work very hard to supply the best cranes, quality merchandise and service possible, all

of which help set us apart from the competition."

Great Pick for Performance

When it came to selecting accounting software for Win Stuff, Banon was characteristically choosy about quality. "I'm a CPA by trade, so it was important to me that we start out on the right foot in terms of accounting. I investigated the most respected products on the market, and chose ACCPAC Plus for its scalability and flexibility. Years later, we selected Net@Work to upgrade our entire system and move up to Sage ACCPAC.

CHALLENGE	SOLUTION	RESULTS
Upgrade to state-of-the-art software to handle all accounting functions, from payroll and reporting to real-time inventory management.	Sage Accpac with a suite of financial modules adapted to inventory control, order management and payroll services.	Improved employees' efficiency by 10 to 20 percent by upgrading from ACCPAC Plus to Sage Accpac.

ABOUT NET@WORK

Net@Work is a leading integrator of accounting, customer relationship management (CRM) and business management software. A Sage Select business partner Net@Work represents the full range of ACCPAC, MAS and CRM products, specializing in workflow analysis, application development, industry specific customizations and system upgrades. With a staff of 60 plus consultants, developers and hardware engineers, Net@Work supports over 1,000 clients and has received numerous awards for its high level of customer service.

Recent Recognitions:

Sage Software ACCPAC President's Club 2005

Sage Software MAS 500 President's Club 2005

Accounting Today Technology Pacesetter 2005

Crain's New York Business Top Software Company 2005

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and midsized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.

Win Stuff and Good Stuff both rely on Sage Accpac and its financial modules to manage every aspect of business. The system automates general ledger, accounts payable, accounts receivable, inventory control, purchase order, and order entry processes, with thorough integration so that the modules form a seamless end-to-end system.

Real-time Data

"We design all our own toys," says Banon, "and then manufacture them in China. They come to us as finished goods, so we don't have to deal with work in progress. Inventory is billed in U.S. dollars, so we don't have to convert currency back and forth. The entire process is managed through Sage Accpac."

The software also manages inventory. "With Sage Accpac, we have complete inventory status by item, including quantity on hand, on order and available for shipping," says Banon. "This means that we have real-time inventory data, and can give customers accurate answers concerning the current status of their account."

Paying Commissions is Child's Play

The Order Entry module in Sage Accpac does much more than just streamlining order entry. It also lets users enter invoices and sales returns, and print invoices, credit notes, order confirmations, packing slips and shipping labels. The module makes it easy to track transaction details and sales information onscreen and via printed reports. Order Entry integrates fully with Inventory Control and Accounts Receivable.

"We use the Order Entry module in Sage Accpac to calculate and pay commissions to our sales representatives," continues Banon. "The benefit here is that the Order Entry module is specifically designed to calculate

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various types of commissions, even in multiple locations, so it is flexible enough to meet our unique needs."

Reliable Reporting

Win Stuff also uses many reporting functions in Sage Accpac. "Every module in the system has a series of reports that are useful to us," says Banon. "We use general ledger reports for our financial statements, and the accounts receivable module to generate weekly trial balances.

"We also print monthly statements that go to customers, as well as statistical reports on sales numbers by customer, and analyses of how quickly invoices are paid. We generate numerous sales reports out of the Inventory Control module, including our sales margins. This really helps us run our business more wisely."

Loyal Customers

When it came time to upgrade both hardware and software systems, Banon took the opportunity to survey other options besides ACCPAC Plus. "I felt it my duty to perform due diligence, to make certain that we still had the most appropriate accounting software," he explains. "After researching the competition and talking to Net@Work, I decided that Sage Accpac did everything we wanted, and was a familiar friend. We're all very comfortable with it. So Win Stuff stuck with a winner."

Banon is confident that the software is doing its job, and more. "We're very pleased with the improvements we've seen since upgrading to Sage Accpac," he says. "It's easy for new employees to learn, and is adaptable to our various business segments. It's grown well with us, too. The real-time data it provides has been responsible for improving our employees' efficiency between 10 and 20 percent."