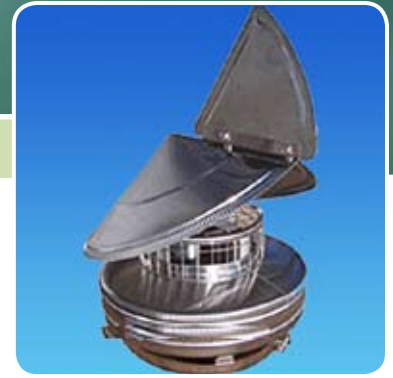


CUSTOMER SUCCESS



Peachtree by Sage Complete Accounting and Peachtree Managed Payroll Keep Mark S. Stevens Industries On Top

Mark S. Stevens Industries, Inc. is the largest manufacturer and distributor of chimney caps in the nation. Selling to contractors and chimney sweeps, Mark S. Stevens Industries has the only chimney caps listed by Underwriters Laboratories Inc. In addition to chimney caps, the company operates a sheet metal fabrication shop handling specialty orders from area contractors. The company uses Peachtree by Sage Complete Accounting and Peachtree Managed Payroll to ensure its accounting operations are in top form.

Select a Stable, Powerful Solution

When Gerald Donais joined Mark S. Stevens Industries the company was using QuickBooks and outsourcing its payroll processing to ADP. Donais, an accountant with nearly 20 years of experience with Peachtree products, quickly moved to replace QuickBooks. "In my experience, Peachtree Complete Accounting is a much more stable product than QuickBooks," he says. "And the budgeting and reporting features within Peachtree Complete Accounting are much stronger."

Donais praises the powerful functionality of the solution. "Peachtree Complete Accounting is an accountant's accounting system," he says. "With its integrated functionality and robust features, it is beyond what I'd call entry-level accounting software. At the same time, it's easy to use for non-accountants."

Save Money With Peachtree Managed Payroll

Outsourcing the company's payroll was an expensive undertaking, even for Mark S. Stevens Industries' relatively small staff. "We were spending \$250 each month, and we still had to do most of the work," Donais recalls.

By switching payroll to Peachtree Managed Payroll, Mark S. Stevens Industries is saving nearly \$3,000 each year it used to pay its payroll service provider. Plus the company enjoys better control of the process and increased security. Donais logs on to the Peachtree Managed Payroll's dedicated server directly from within Peachtree Complete Accounting. "I just enter the number of hours for each employee and the software performs all of the calculations and downloads the posting data to our general ledger. I print the checks right here," he explains.

Customer:

Mark S. Stevens Industries, Inc.

Industry:

Manufacturing
Distribution

Location:

Salem, Oregon

Number of Locations: 1

Number of Employees: 5

System:

Peachtree by Sage Complete Accounting
Peachtree Managed Payroll

CHALLENGE

Mark S. Stevens Industries had been using QuickBooks and outsourcing its payroll processing, but the company required stronger budgeting and reporting tools.

SOLUTION

The company switched to Peachtree by Sage Complete Accounting for its powerful feature set, strong security, and superior reporting. The company uses Peachtree Managed Payroll to process its payroll.

RESULTS

Comprehensive reporting and real-time business status data allow the company to make better decisions, faster. By bringing payroll processing in house, the company is saving \$250 each month.

Another benefit of Peachtree Managed Payroll is that Mark S. Stevens Industries doesn't have to keep track of filing requirement changes because the service does it for him. "Our state requires electronic transfer of tax forms and payments, and Peachtree Managed Payroll handles that for us," says Donais.

Informative Business Reports

The budgeting tools within Peachtree Complete Accounting allow the company to carefully manage its projected sales and expenses. With the slowdown in the new home construction market, this is even more important.

Donais can choose from more than 100 reports to help track, forecast, and monitor the company's finances to stay on top of the information vital to its success and growth. The reports can each be customized if needed, and he is able to group several reports together for printing on a schedule he determines — daily, weekly, or monthly for example. Reports can also be exported to Excel for further analysis and sharing. "I print the Budget Report, the Balance Sheets, and the Profit and Loss Statement for the company's owners to review," Donais says. "Scheduling them as a group saves me time and ensures the owners get the information they need, when they need it."

Strong Security

Security is another area where Donais feels Peachtree Complete Accounting excels. "The database structure is secure. You can't simply open up a file containing passwords, for example, as you can in some software packages," he says. In addition, screen level security allows the company to tightly control which individuals have access to specific data.

Better Data—Faster

Before the company switched to Peachtree Complete Accounting, it was outsourcing most of its accounting tasks—tasks that are now handled internally by Donais. "We save a large amount in accounting fees, especially in year-end service fees," he says. "Peachtree Complete Accounting gives us the tools to perform those tasks in house."

"Peachtree Complete Accounting is an accountant's accounting system. With its integrated functionality and robust features, it is beyond what I'd call entry-level accounting software. At the same time, it's easy to use for non-accountants."

The Business Status Center in Peachtree Complete Accounting is a favorite of Donais. The Business Status Center displays a variety of key measurements and indicators. "It gives me a quick look at the entire business—from one screen," he says. "I can see cash flow, sales-to-expenses comparisons, open receivables, and more. The best part is this information is updated daily, so it is fresh and meaningful."

"With Peachtree Complete Accounting I get better data faster and more easily," Donais concludes.

If you would like to learn more about Peachtree by Sage Complete Accounting or another Peachtree product, please visit www.peachtree.com or call 1-877-495-9904 to speak with a product specialist today.



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