Pacific Coast Opens Doors to Efficiency With Sage 100 ERP

Knock on the door of a new home in Mountain House, a new town near Tracy, California, and you'll probably be touching the craftsmanship of Pacific Coast Door and Millwork. The company manufactures indoor and outdoor doors, as well as window trim, sills, crown molding, closets, and shelving. Its sole customer is Cary Construction, one of the better-known builders in the Greater Bay Area and also a part-owner of Pacific Coast. The door company provides materials for about 20 new houses, condos, and apartments every day.

During Pacific Coast's early years, it used QuickBooks as its bookkeeping package. Then Cary Construction took over the company's accounting, using a vertical application designed for contractors. The product proved inadequate, however, for the needs of a manufacturer. Purchasing, inventory, and sales order management all had to be tracked manually. According to Judy Pollard, office manager, "The paperwork was horrendous."

A Match for Manufacturing

Pacific Coast searched the market for an accounting system with manufacturing capabilities. It selected Sage 100 ERP* for its end-to-end integration and because the system was robust enough to handle the company's 40 percent annual growth. The benefits were immediate, especially in purchasing.

"The Purchase Order module is the greatest thing I've ever seen," Pollard says. "It has automated everything for us. Before, if we needed to verify an order, we'd shuffle through 100 pieces of paper. We could have three people wasting time looking for a single document. Now I can do an inquiry in seconds, searching by product name, PO number, or vendor. I expect the system to save more than half of the time previously spent in PO management."

Sage 100 ERP tracks inventory in each of Pacific Coast's three warehouses, relieving items through the Sales Order module. The Bill of Materials module integrates with both the Inventory Management and Sales Order modules, allowing Pacific Coast to implement automatic reordering.

*Sage 100 ERP was named Sage ERP MAS 90 when Pacific Coast Door and Millwork, LLC initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Pacific Coast Door and Millwork, LLC

Industry
Door and millwork manufacturer

Location
Stockton, California

Number of Locations
One

Number of Employees
24

System
Sage 100 Standard ERP

Challenge
Accounting was managed with vertical application designed for a different industry; purchasing and inventory management performed manually, resulting in duplicate orders and other inefficiencies.

Solution
Sage 100 ERP financial and manufacturing modules.

Results
Time spent placing and researching orders cut in half; material costs trimmed by 5 percent.

Most of Pacific Coast's orders are extremely large, and items frequently have to be back-ordered. Previously, records were confusing, and staff members often placed duplicate orders by mistake.

"Sage 100 ERP tells us exactly what we've received and what is still outstanding, so we don't place repeat orders any longer," Pollard explains. "I can't tell you what an improvement this is— saving time for both us and our suppliers."

Accuracy in Accounts Payable

Further efficiencies have come from comparing purchase order prices against actual invoices, something that was not possible before implementing Sage 100 ERP. "We receive special volume pricing from many of our vendors," Pollard notes. "But often the price is not reflected correctly on the invoice when shipments arrive. After implementing Sage 100 ERP, I discovered discrepancies in about 10 percent of the bills we receive. Catching these has trimmed at least 5 percent off our total material costs."

Since adopting Sage 100 ERP, Pacific Coast has been able to perform its payroll functions in-house. "The Payroll module is really easy to use, and it gives us much greater control," Pollock says. "Employees appreciate this, because they get paid faster. In addition, we always have access to their payroll information, which has been helpful when they need employment verified or want financial records for buying a home."

Pacific Coast Door and Millwork's management team likes having business data at their fingertips. Aging reports in both receivables and payables have resulted in a smoother cash flow. And having real-time progress reports of the company's financial status allows them to run the company smarter.

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>
> Judy Pollard
> Office Manager
> Pacific Coast Door

"I'm a big fan of Sage 100 ERP," Pollack notes. "It is eliminating the paperwork tangles we used to have, and is positioning us for continued corporate growth."

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