

Compact Appliances Case Study



Making the Most of Your Sage MAS 90 / MAS 200 Investment

Since 1983, Compact Appliances, a leading hearth distributor serving Atlantic Canada, has been supplying furnaces, fireplaces, wood stoves, heating systems, barbecue products and accessories for residential use to specialty stores in the region. Representing a wide group of the leading hearth manufacturers, Compact Appliances is dedicated to providing the best heating products available in the market combined with optimal customer service levels, dealer training and technical support.

Compact Appliances distributes heating products using a variety of energy sources including wood, pellet, gas, oil, electric and ethanol. A growth-oriented distributor, Compact requires enterprise-wide data transparency, and a scalable technology backbone. A Munjal White Consulting client since 2008, Compact Appliances uses their Sage MAS 90 system to manage their growing inventory levels, returns and repairs. *"I continue to be pleased with the capabilities of MAS 90,"* says General Manager Shaun Callaghan. *"It provides a comprehensive view on where our business stands so we can manage performance and productivity across the organization."* Mr. Callaghan appreciates the responsiveness of Munjal White Consulting and the fact that the team is *"very knowledgeable about the application, as well as business management and accounting processes. Munjal White's customer support frees up my time to focus on the business, not the MAS 90 system"*.

With the Sage MAS 90 Financial Accounting, Inventory Management, Purchase Order Processing and Sales Order Processing modules Compact Appliances can effectively manage their business data requirements with a scalable, flexible platform for future growth. A key business benefit stems from the ease of accessing the data. *"Today I can easily sort through hundreds of rows of data,"* says Callaghan. *"It takes only about ten minutes to do something like that in MAS 90 – whereas in our old system, it would have taken over an hour."*

Sage MAS 90 Business Benefits

- Key performance indicators available to the management team provide a 360 degree view of how the company is doing at any time.
- Ability to quickly drill down to the detailed information necessary to make good business decisions.
- Increased sales due to optimized mix of products in inventory.

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