

Sage 100 ERP | Customer Success

Data Cable Makes the Connection—From Sage 50—U.S. Edition to Sage 100 ERP

“Connectivity, byte by bit.” That’s the motto of Data Cable Corporation, a custom data and voice cable configuration firm dedicated to improving connections between computers. It has built its reputation on assembling cable and connectors to unique specifications on a moment’s notice. Some of its better-known customers include Sprint, Bell South, and Bank of America.

Data Cable Corporation started in 1980 when Hugh and Shelley Hailey grew irritated at waiting 12 weeks for a modem cable at a local store. They began making their own cables in the living room, soon moved operations to the basement, and then relocated to an office building when neighbors complained about 18-wheelers in their driveway. Their daughter Claire helped make cables during school vacations.

After college she returned to the family firm and today serves as vice president of operations, overseeing growth that has sometimes topped 10 percent a year.

Upgrading the System

Data Cable used to keep its books on Sage 50—U.S. Edition, an accounting package well-suited for the company’s early years. But as Data Cable grew, it faced an enormous volume of invoices and increasingly complicated inventory requirements. In the process, the company discovered it had maxed out its accounting system.

Claire Hailey browsed the Internet for a replacement, eventually checking out eight different packages. She selected Sage 100 ERP* for its growth potential. “I wanted something that would serve us for another 20 years,” she explains. “I made a quick decision to go with Sage 100 ERP. It turned out to be the right one.”

Maximizing Efficiency and Profitability

“Because Sage 100 ERP was set up like Sage Peachtree and other Windows®-based products, I found it very easy to learn,” Hailey says. “The transition took less than a month and occurred without a hitch. At the time, I was under a lot of pressure to generate financial statements right away. So I was very relieved that the conversion went so smoothly.”

*Sage 100 ERP was named Sage ERP MAS 200 when Data Cable Corporation initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Challenge

Upgrade to a fully automated, mature business solution that can handle exponential increases in volume and manage complex inventory demands.

Solution

Sage 100 ERP financial and distribution modules.

Results

Streamlined automation from A-to-Z; seamless data flow and easy, instant access; \$10,000+ annual savings; 85% faster invoicing; 95% faster inventory item location; more accurate inventory; room for growth.

Customer

Data Cable Corporation

Industry

Data and voice cable assembly

Location

Smyrna, Georgia

Number of Locations

One

Number of Employees

13

System

Sage 100 Advanced ERP



The Sage 100 ERP system automates all aspects of Data Cable's operations, from order entry to relieving inventory. As an order is entered, the system creates a bill of materials, relieves the inventory parts, and maintains precise inventory counts. The system also manages purchase orders and payables and offers flexible reporting features.

"Thanks to Sage 100 ERP, invoicing now takes just 15 percent of the time it used to," Hailey comments. "We've cut the time needed to find an item in inventory by 95 percent. Already the system is saving us at least \$10,000 a year, which is a lot to us. We expect to see much bigger savings in the next quarter due to improvements in inventory accuracy." Hailey has found it easy to make changes to purchase order and sales order forms in Sage 100 ERP. Most aspects of the system, however, have required no modification at all. "General ledger balance sheets and financial statements are all there ready to go," she says.

She also says that it's now simple to look up payment history information and monitor specific inventory items. She knows exactly when an item ships, when a check is cut, for which invoices, and for how much. "This is very helpful for keeping both vendors and customers happy," she says.

"With Sage 100 ERP, I feel like we have a mature business application, that is appropriate for our firm at this time," Hailey says. "I probably won't even be able to use the system's full potential for another couple of years, since it can do so much. Needless to say, I am very pleased with our purchase decision."

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**Claire Hailey
Vice President of Operations
Data Cable Corporation**

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: <http://www.facebook.com/SageNorthAmerica> and Twitter at: <http://twitter.com/#!/sagenamerica>.