

Sage MAS 90 and JobOps Custom Fabrication

CUSTOMER SUCCESS STORY

CUSTOMER

Rosewood Industries

INDUSTRY

Custom Cabinet Fabrication

LOCATION

Stigler, Oklahoma

Number of Locations

One

Number of Employees

85

SYSTEM

Sage MAS 90

JobOps

ProData Consulting Provides Made-To-Order Solution For Rosewood Industries

When discerning home owners, high-end bath and kitchen dealers, and hotel chains are in the market for cabinets built to exacting specifications, they turn to Rosewood Industries. Rosewood Industries opened its doors more than 20 years ago, building and maintaining a reputation for personalized service and exceptional quality. To manage its make-to-order operations, Rosewood Industries relies on Sage MAS 90 ERP and JobOps, an integrated job management tool, ably supported by ProData Consulting, LLC.



Zero In On The Right Solution

“We took one look at Sage MAS 90 and JobOps and were sold — the product provides solutions for every business problem we were experiencing,” recalls James Love, president of Rosewood Industries. “And ProData Consulting was able to answer every question we had.”

Love recounts the situation that led him to look for a new solution, “We moved from an entry level software package—which didn’t work for us at all—to SBT, which

handled our accounting tasks just fine, but not our production tasks.” Accurate production scheduling was the company’s main concern. “We need a tool to help us monitor the progress of each job. When a customer calls, we need to tell them exactly where the order is in the production cycle.” Love and his team began looking in earnest for a production scheduling tool, and quickly found out about Sage MAS 90 and JobOps. “Our CPA was very familiar with Sage MAS 90, and endorsed it completely,” says Love. “That and the fact that it could help us manage our custom job process made the decision easy.”

CHALLENGE

Company’s old accounting software lacked job cost capabilities. Staff relied on spreadsheets to track open projects. Status reports occupied more than 60% of staff’s time.

SOLUTION

Sage MAS 90 and JobOps, skillfully implemented by ProData Consulting, provide accurate job cost information in real time.

RESULTS

Rosewood Industries saves over eighty hours each week, and uses that time for value-adding activities. Accurate job cost information allows the company to focus on winning profitable jobs.

"It's a relationship of trust. ProData Consulting is knowledgeable about the product and about manufacturing which is really an asset to us. I'm convinced we'd never go anywhere else for support."

Save Time And Boost Productivity

Love says his staff previously spent over 60 percent of their time providing customer status reports. For each request, staff had to call, or in many cases visit the warehouse, to find out where a particular order was in the production process. "We'd try to keep a spreadsheet updated, but it was always at least a day behind," he says.

With Sage MAS 90 and JobOps, staff can find those answers immediately. JobOps maintains real-time status of every work order, updated throughout the day as the staff on the shop floor completes tasks.

"The new system represents a tremendous boost in efficiency," says Love. "We're saving hours equivalent to two full-time positions, and that doesn't even include the hours saved by eliminating the duplicate data entry." Love says his team is now able to spend that time seeking new business opportunities and speeding orders through the production process. "We're focusing on more value-adding tasks now," he adds. "Plus now we know exactly how long each of our jobs is taking to complete. That knowledge allows us to provide better up-front estimates to our customers."

ProData Consulting is currently implementing the .inquiry component of the Sage MAS 90 eBusiness Manager module for Rosewood Industries. When up and running, customers will be able to check their order's status online, saving even more of the staffs' time.

Focus On Profitable Jobs

The company's old software lacked job costing capabilities; there was no way to determine which jobs were profitable—

and which were not. "Before we thought we knew what was making us money, but were never sure," says Love. "Now we have access to accurate, up-to-date cost and revenue figures for every project. Naturally, we want to focus our sales efforts on winning the kind of projects we do best—and that are the most profitable. Sage MAS 90 and JobOps allow us to do that."

Streamline Purchasing

Sage MAS 90 is also helping Rosewood Industries streamline its purchasing processes. "Before, we didn't trust our inventory numbers to know whether we had adequate materials in stock so we'd typically generate a new purchase order for the materials we needed for each job," explains Love.

Now the company is able to determine precisely what materials are needed for each project, which are already in stock, and which need to be ordered from suppliers. The software even generates purchase orders automatically for the needed materials.

Assemble The Best Team

"It's a relationship of trust. ProData Consulting is knowledgeable about the product and about manufacturing which is really an asset to us," Love says of the close business relationship his company has with ProData Consulting. "I'm convinced we'd never go anywhere else for support."

"Sage MAS 90 and JobOps represent a huge step in the right direction for us," concludes Love, "We're saving both time and money while focusing on our mission—delivering profitable jobs that exceed our customers' expectations."



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