CUSTOMER
Amfit, Inc.

INDUSTRY
Orthotic insole fabrication and equipment manufacturing

LOCATION
Vancouver, Washington

Number of Locations
One

Number of Employees
35+

SYSTEM
Sage MAS 200

Modules in Operation
- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- FAS Asset Accounting
- FRx Desktop
- Crystal Reports
- Custom Office
- Visual Integrator
- Business Alerts
- Purchase Order
- Sales Order
- RMA
- Inventory Management
- StarShip
- Bill of Materials
- Material Requirements Planning (MRP)
- Work Order

sage
software
Your business in mind.

Amfit Puts Best Foot Forward With Sage MAS 200 and StarShip

The wheels on your car need balancing and aligning for optimal performance. So do many people's feet—including those of Tony Tadin, a founder of the company that developed computerized wheel balancers.

Tadin applied high-tech design practices to human biomechanics, utilizing a unique process with computerized sensors to record the contour of the foot. The result has been Amfit Incorporated, now the largest supplier of CAD/CAM foot orthotic equipment and supplies. The company fabricates custom orthotic insoles and footwear, and sells patented manufacturing equipment through distributors around the world.

Too Much by Hand

Amfit started out with relatively modest business software, using separate packages for basic accounting, inventory, and bill of materials. General ledger entries had to be converted manually. Amfit's shipping process was manual as well, and much too slow and inefficient. "We desperately needed a fully automated and integrated system," explains

Becky Rogers, office manager. "Fortunately, we found Sage MAS 200 ERP, and later added StarShip."

Hands and Feet Above the Rest

Amfit selected Sage MAS 200 primarily because of its flexible reporting capabilities, diverse module offerings, and end-to-end integration. The company's reseller made sure that each component interfaced perfectly during installation and helped design special reports. Today the new system integrates everything from purchase and sales orders to manufacturing, plus it tracks inventory and sales data.

CHALLENGE	SOLUTION	RESULTS
Replace our inefficient, loosely stitched together system with a fully automated and integrated system.	Sage MAS 200 financial, manufacturing, distribution, and StarShip modules.	Streamlined automation and integration of all systems; flexible and insightful reporting; enhanced inventory management; customization for a precise fit; detailed customer records help reduce bad debts.

"Sage MAS 200 and StarShip have allowed us to do a much better job running our business. I don't see how it could get any smoother than this."

—Becky Rogers
Office Manager
Amfit, Inc.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and midsized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.

"Our business is very complex, since every order is custom," says Rogers. "Sage MAS 200 lets us create user-defined fields for a precise match with our manufacturing processes. With multiple-level bill of materials capabilities, inventory management is greatly enhanced. And, with the system's flexible reporting processes, we can create any report we may need. I doubt that we could do such complicated tasks with any other software."

Rogers also likes being able to keep detailed notes in Sage MAS 200 customer records, so information is consolidated in one place. "If someone's account is past due or they're over their credit limit, a note comes up when they place an order. This has saved us a lot in bad debts, while still giving managers the ability to override decisions when appropriate."

Important benefits have also come from StarShip, an automated shipping module that is completely integrated with Sage MAS 200. StarShip tracks Amfit's huge volume of shipments, whether using UPS® or the U.S. Postal Service. Sage MAS 200 feeds sales order information into StarShip, which then pulls up the sales order, calculates freight charges, and prints a label to the shipper's specifications. StarShip then writes the shipping charges and package tracking numbers back to Sage MAS 200 so Amfit can create an invoice complete with tracking number and view detailed shipping history in Sage MAS 200.

"Sage MAS 200 lets us go straight to a shipping screen and determine which items go in the box," says Kimberly Choate, Amfit's buyer/planner. "Back orders are easy to segregate. StarShip also creates a log at the end of the day, with accurate documentation of every order that went out."

The new system is bringing down costs. Before, Amfit had to refund customers who claimed they didn't receive orders. Now StarShip provides proof of shipping dates and tracking numbers for positive verification. Similarly, StarShip is speeding up the revenue stream, since invoices are created during the shipping process and can go out immediately when an item ships.

"Sage MAS 200 and StarShip have allowed us to do a much better job running our business," Rogers says. "I don't see how it could get any smoother than this."

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