

CUSTOMER SUCCESS



## A Heavenly Home for DuPar & Angel Manufactured Housing

Building the American dream is faster and easier with a manufactured home, according to California’s newest and largest dealer, DuPar & Angel Manufactured Housing (D&A). From small single wides to sizeable customized homes on hillsides, D&A sells houses made by well-known manufacturers like Champion, Fleetwood, Hallmark, Silvercrest, and Skyline.

Recently DuPar & Angel merged with Pacific Home Sales, increasing its retail locations to 18, and total employee count to 100. The newly expanded company not only sells homes, but employs contractors to set them up and add accessories like decks and patios. Display homes can be viewed on the company’s large sales lots throughout California.

In the process of growing and merging, DuPar & Angel had to merge data from two separate accounting systems, Peachtree, and Sage MAS 200. Often data conversion between diverse programs can be complex and time-consuming. But not this time. With the help of Sage Software’s latest utility, Data Migrator, the conversion of data from Peachtree to Sage MAS 200 was fast and smooth.

### Merging Households

When the two companies combined, the new entity had to decide which accounting software would best serve its needs. In this case, Rodney Aguiar, D&A’s controller, had used Sage MAS 200 in a previous company and felt it had the customization and reporting capabilities D&A now required. Furthermore, Pacific Homes, one of the merging companies, was already using Sage MAS 200.

In addition, the new partners were concerned that the conversion process might take months, and potentially result in lost or corrupted data. They were very pleasantly surprised when the Data Migrator utility enabled quick, error-free merging of information between Peachtree and Sage MAS 200. The result was a marriage made in heaven.

### Raise the Roof on the Competition

After physically moving the offices of seven former companies, D&A spent several weeks mapping out what they wanted from their accounting software, and making sure their data was ready to

**Customer:**

**DuPar & Angel Manufactured Housing**

**Industry:**

Manufactured housing dealer

**Location:**

Santa Rosa, California

**Number of Locations:** 18

**Number of Employees:** 100

**System:**

**Sage MAS 200**

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports®
- Custom Office
- General Ledger
- Import Master
- Inventory Management
- Job Cost
- Job Cost Extended Solution
- Purchase Order
- Sales Order

**CHALLENGE**

Merge eight separate accounting systems into one powerful, comprehensive system without losing time, money, or data.

**SOLUTION**

Sage MAS 200 and the Data Migrator tool.

**RESULTS**

Quick, error free conversion in three days; Extensive and precise reporting; Expanded job costing capabilities.

convert. They decided not to transfer all the information from the Peachtree systems, but focused instead on moving certain vendors, receivables, customers, and general ledger account balances into a central location. In the end, all the companies were merged into one within Sage MAS 200.

“I expected glitches in the conversion process,” says Aguiar. “But the actual import didn’t take long at all. We merged eight companies from Peachtree to the Sage MAS 200 system in only three days with no data loss and minimal data entry. It was practically flawless.”

The smooth conversion wasn’t just a convenient coincidence. With the Data Migrator utility, Sage resellers are able to easily convert data from Peachtree into Sage MAS 200. However, D&A did not choose Sage MAS 200 just because of its fast conversion—although that was a much-appreciated bonus. They selected it over several industry-specific software systems for manufactured housing because Sage MAS 200 offers a more comprehensive package.

“Job costing was a big feature for us, and detailed reporting an absolute must,” Aguiar emphasizes. “Sage MAS 200 excels at both. We use custom financial reports religiously to do income statements and budgets by location. These reports give exact numbers on how much we made on a group of homes or at a particular location. It’s very complete.”

Now that Sage MAS 200 is up and running, D&A wants to add more specific features for their business. Fortunately Sage MAS 200 makes customer customization very simple.

“I didn’t realize that an entire conversion process could ever be this easy,” observes Aguiar. “If I had known it was so fast, I would probably have allowed myself more time upfront getting the final numbers prepared before the transfer.”

With other utilities, conversion can take up to two weeks. Data Migrator and Sage MAS 200 worked together to put DuPar & Angel back in business in record time—comfortably settled into its new accounting software “home.”

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## ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

