

MAS 500

CUSTOMER

Perfect 10
Satellite Distributing
Company

www.perfect-10.net

CORPORATE PROFILE

Headquarters

North Little Rock, Arkansas

Type of Business

Satellite TV product distribution

Number of Locations

Three

Number of Employees

150+

SYSTEM PROFILE

Computer System

Microsoft Windows

Users on system: 100

MAS 500 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Alerts
- Cash Management
- Customizer
- eCustomer
- eExecutive
- General Ledger
- Inventory Management
- Inventory Replenishment
- Purchase Order
- SalesLogix Sales
- Sales Order

Perfect 10 “Makes It Happen” With MAS 500

Perfect 10 Satellite Distributing has served the product distribution and dealer support needs of the direct-to-home satellite entertainment and information industry since 1979. With the advent of high-power direct broadcast satellite services, Perfect 10 has grown to be the number one distributor of Hughes DIRECTV Systems each year since 1998, serving more than 10,000 independent retailers nationwide. Perfect 10 was named Hughes Network Systems' #1 DIRECTV Hardware Customer of the Year for 2000, and also won Business of the Year Award for 2000 from Arkansas Business for outstanding achievement and public service.

System Challenged by Growth

The satellite TV product distribution business presents inherent challenges in tracking and controlling equipment. Each receiver unit must be tracked by serial number from arrival at the warehouse to installation and activation at the end-user's location. Special system interfaces are necessary with service vendors. Inventories



must be monitored and maintained effectively to ensure ample quantities, positive cash flow, and control of aging equipment.

Perfect 10 had been using Platinum for Windows by Best (PFV) as its financial software. Explosive growth compelled the company to look for a new system that could facilitate complex transactional tracking and reporting, while providing flexible features for customization, vendor interfaces and vital product information.

MAS 500 Scores a Perfect 10

After reviewing many proposals from software manufacturers, Perfect 10 chose

CHALLENGE

Upgrade to a more robust, flexible system that can manage increasingly complex transactions, inventory tracking and reporting and provides easy vendor interface.

SOLUTION

MAS 500 financial and distribution modules.

RESULTS

Streamlined integration; Superb data manipulation, reporting and analysis; Insights for higher profitability; Instant data and record access; Accurate tracking; Complete inventory control; Improved customer service.

“We are pleased with the results of our migration from PFW to MAS 500, and wholeheartedly endorse this software package for businesses with similar challenges”

*Vicki Wilson
Director of Projects
Perfect 10 Satellite Distributing Company*

to stay within the Best Software family of products in migrating to MAS 500, a full-service accounting package. MAS 500 performs all functions including invoicing, accounts payable, check requisition, credit card transactions, and the generation of all necessary reports.

“MAS 500 allows us to manipulate information exactly the way we want for reporting and analysis,” notes Vicki Wilson, director of projects at Perfect 10.

“Britt Davison, our MIS manager, and his department tailored the sales order form for internal uses. This has allowed us to provide information to our customers quickly and enhance our legendary customer service.”

Perfect 10 uses the new system to sort the customer base by class, and then run separate invoices for equipment hardware and different types of installation support programs. “The benefits of the MAS 500 to Perfect 10 have been incalculable,” she says.

Most transaction records were kept on paper before implementation of MAS 500. This made it challenging for sales and management personnel to stay current on a customer’s account without doing manual research.

Now Perfect 10 staffers retrieve critical information quickly and efficiently. Inventory processes have improved significantly, since MAS 500 ensures accurate tracking of

equipment as it moves between warehouse locations and complete inventory control. The software provides a complete information trail with fewer transaction errors.

When Perfect 10 implements eCommerce with an integrated multi-warehouse management system in several months, MAS 500 will automatically interface with all elements of the upgraded system, affording an efficient and seamless transition in Perfect 10’s critical operating systems.

“We’re also looking forward to the benefits of SalesLogix Sales,” says Wilson. A significant strength in the Best Software family of products, SalesLogix is a powerful customer relationship management tool that will soon manage, forecast and report all phases of the sales cycle.

“MAS 500 saves Perfect 10 large amounts of research time, and it provides us with the information we need to manage our warehouse and distribution operations more profitably,” observes Wilson. “Best of all, it gives us the flexibility to customize programs to our needs. We are pleased with the results of our migration from PFW to MAS 500, and wholeheartedly endorse this software package for businesses with similar challenges.”



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