



Pacific Mariner

FULLY EQUIPPED MOTORYACHTS

BUSINESS CHALLENGE

Overwhelmed by a manual, paper-intensive system, Pacific Mariner struggled to gain control over its expanding supply chain and inventory management procedures. To ensure its long-term success, the company sought a fully automated and integrated accounting and manufacturing solution.

SAGE ACCPAC SOLUTION

Pacific Mariner migrated its accounting software to Sage Accpac ERP and purchased the MISys® Manufacturing System, which offers tight integration with Sage Accpac. Sage Accpac partner INFOMAN implemented and configured the solution to ensure smooth data flow across the new system, and provided comprehensive training for Pacific Mariner staff.

BENEFITS

With streamlined, integrated data management capabilities provided by Sage Accpac ERP and the MISys Manufacturing System, Pacific Mariner has regained control over its entire enterprise. Moreover, INFOMAN's extensive training has made system experts out of Pacific Mariner staff, resulting in increased profit margins and significantly enhanced efficiency across the company.

INDUSTRY

Yacht Manufacturing

GEOGRAPHIC LOCATION

United States

Pacific Mariner Sails Smoothly With INFOMAN and Sage Accpac on Board

Washington-based Pacific Mariner builds fully equipped luxury motor yachts. Overwhelmed by a manual, paper-intensive system, the company struggled to manage its expanding supply chain and inventory balances. Realizing a need for a completely automated and integrated manufacturing, inventory and accounting system, Pacific Mariner migrated its accounting software to Sage Accpac ERP and purchased the MISys Manufacturing System, which offers tight integration with Sage Accpac software. Consulting firm INFOMAN implemented the new solution and ensured smooth data flow across the new system. With its Sage Accpac solution at the helm, Pacific Mariner has gained control over its supplier relationships and inventory management, and profit margins and overall confidence have risen to new heights.

Pacific Mariner Tries to Stay Afloat Amidst Sea of Paper

Mark Edson, vice president of Pacific Mariner, found himself swimming upstream in a sea of paper. Relying on paper files for its many suppliers, Pacific Mariner struggled to manage its vendor relationships. With business expanding rapidly and without an integrated manufacturing and accounting system, tracking costs and managing stock levels, payroll and payables became increasingly difficult. Without an inventory control program to track up to 5,000 item numbers, the company was subject to carrying excess inventory. Often, it could not obtain the best prices on key items because of its inability to effectively manage multiple sources for particular components.

In addition, because Edson and his staff struggled to determine projected vs. actual costs and to track labor hours and materials, setting the appropriate sales price for each yacht proved challenging. This, in turn, compromised the company's ability to make the right purchasing decisions and impacted Pacific Mariner's overall revenue. Edson realized that the time was ripe to devise a fully integrated and automated solution to ensure the long-term success of the company.

About INFOMAN

Founded in 1986, INFOMAN provides premiere management and accounting system consulting in the Seattle, Washington area and is a Sage Accpac Solution Provider and MISys Manufacturing Certified Business Partner. The company's diverse client base includes manufacturers, wholesale distributors, service companies and non-profit organizations. INFOMAN is known throughout the Pacific Northwest for providing clients with integrated expertise in business operations and systems, as well as excellent service. INFOMAN also provides customization services, integrating Sage Accpac solutions with third-party software, enhancing Sage Accpac software with Microsoft® Visual Basic® for Applications (VBA) macros and creating custom reports.

Visit INFOMAN at www.infoman-inc.com.

About Sage Software

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized 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.

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INFOMAN Implements a New Solution

Edson investigated numerous manufacturing and accounting packages. Based on the recommendation of business associates, he discovered the MISys Manufacturing System, which offers a balance of manufacturing and job cost functionality plus seamless integration with Sage Accpac accounting software. John Burgess, managing consultant at INFOMAN, provided Edson with three references in the marine industry who vouched for the power and reliability of Sage Accpac software and its tight integration with MISys.

"As a manufacturer, having a versatile manufacturing program that integrated with a flexible, high-performance accounting package like Sage Accpac made the choice easy," says Edson. "The fact that INFOMAN had such a strong reputation in the accounting and manufacturing software arenas, and that their references endorsed Sage Accpac solutions so highly, gave us confidence that we were making the right decision."

Before overseeing the system integration, Burgess thoroughly analyzed Pacific Mariner's business processes to ensure a perfect fit. He configured MISys to integrate optimally with Sage Accpac ERP's Accounts Payable and General Ledger modules. In addition, with the Crystal Reports® report writer that is included in Sage Accpac ERP, INFOMAN could customize Pacific Mariner's reports to satisfy business needs.

"Sage Accpac ERP has delivered tremendous flexibility and value and INFOMAN has provided us with superior service," says Edson.

INFOMAN, INC.
Information Management Solutions



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