

Sage 50

Quantum Accounting | Customer Success

Welcome to Sage 50—U.S. Edition, the new era of Peachtree. Sage 50 is the same solution that thousands of Peachtree customers know and use today with a new identity and a fresh approach. As Sage Peachtree, we built our legacy and demonstrated our commitment to value. Now, as Sage 50, we will up the ante on our commitment and shape the legacy yet to come. Read on to see how we helped one company reach its unique business vision, and how today as Sage 50, we can help you do the same.

Etnia Barcelona sees clear value in Sage Peachtree Quantum

Gone are the days when spectacles were pure function. Consumers now demand glasses that also look good. Today, fashion forward eyewear is a fast-growing market, led by companies like Etnia Barcelona. Etnia Barcelona's handcrafted European eyewear is sold through exclusive optical boutiques across the United States, Canada, and Latin America. As Etnia Barcelona stakes its place in a highly competitive marketplace, it relies on Sage Peachtree Quantum for the business information it needs to compete, grow, and succeed.

"I was referred to Sage Peachtree by a colleague," recalls Juan Carlos Mazaira, president of Etnia Barcelona. "I downloaded a demo from the website and saw what a complete business solution it was. It has features that more expensive products don't have; I bought it the same day."

Look ahead to the next step

Etnia Barcelona started using Sage Peachtree Quantum when the company's transaction volume and number of users dramatically increased. "When I spoke to Sage about it, they recommended I implement Sage Peachtree Quantum because it's designed for growing businesses like mine," says Juan Carlos. Sage Peachtree Quantum includes powerful distribution-related features, plus it has significantly faster report generation, batch posting, and transaction-save times over other software packages in the same class.

Challenge

As Etnia Barcelona grew, it sought an affordable and complete accounting solution that could keep pace within its growth.

Solution

Since implementing Sage Peachtree Quantum, Etnia Barcelona is able to accommodate a large number of users and higher transaction volume while enjoying the superior functionality and ease of use not found in the competition's software.

Results

The rich feature set of Sage Peachtree Quantum delivers functionality of higher-priced products. Easy to learn software minimizes training time. A clear migration path reassures Etnia Barcelona of a Sage solution to match its growing business needs.

Customer

Etnia Barcelona

Industry

Wholesale Distribution

Location

Miami, Florida

Number of Locations

1

Number of Employees

5

System

Sage Peachtree Quantum



Keep an eye on inventory

Juan Carlos praises the software's comprehensive inventory management features. He is able to see which products, in which colors are selling well, and which may not be. "I always look at the sales figures for each item to help me determine how much to reorder," he notes. Purchase orders to maintain adequate stocking levels are generated and emailed to vendors from within Sage Peachtree Quantum.

View your financial health

Every successful small businessperson benefits from easy access to financial data. Juan Carlos says Sage Peachtree Quantum delivers that data on demand.

"When I open Sage Peachtree Quantum, it's like seeing an income statement—all of the information is right there," he says. "It shows me where we are and where we're going. The shortcuts are great—everything is just a click away. Plus, I'm able to customize reports to show me the information I care about."

"I'd definitely recommend Sage Peachtree Quantum to other growing, wholesale distributors," Juan Carlos continues. "It's been a great solution for us."

Focus on customer service

Etnia Barcelona's customer service staff enters and processes an average of 50 orders each day. Orders are entered live, while customers are on the phone. Juan Carlos appreciates that every document can be either faxed or emailed to customers. Each customer's preference for document delivery is stored within Sage Peachtree Quantum and that preference is referred to as a document is generated. "We don't have to remember which customers prefer fax and which prefer email—Sage Peachtree Quantum recalls that preference from past records automatically," explains Juan Carlos.

About Sage

Sage 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, manufacturing, nonprofit, and real estate industries.

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Etnia Barcelona offers a liberal return policy, allowing its customers to return stock that hasn't sold and exchange it for different items, and the company has adapted the Sage Peachtree Quantum Proposal function to track the returns. It helps us track what's coming in, how much we're crediting, and what the customer wants in exchange," explains Juan Carlos. "We email a copy of the return authorization to the customer for their confirmation." When the returned products are received, staff completes a credit memo and new invoice and then deletes the return authorization. "While it wasn't specifically designed for that, it works just great," he adds.

A vision for the future

Juan Carlos continues to position Etnia Barcelona for the future. The company is renovating a recently purchased warehouse to serve as its new headquarters and distribution center. Sage continues to factor into Etnia Barcelona's plans. "We're planning to move to Sage MAS 90 if our growth continues," Madaira says. A straightforward upgrade path from Sage Peachtree Quantum to Sage MAS 90 will make this transition an easy one.

"Sage offers solutions that match our company's ever-changing needs," concludes Juan Carlos. "I've been so satisfied with the support and quality of products from Sage; I don't see a reason to switch."