

# Sage 50 Quantum Accounting



## Customer Success

### Kootenay Manufacturing Co. Builds Success With Sage 50 Quantum Accounting and MISys

Kootenay Manufacturing Co. located in Nelson, British Columbia, manufactures, markets, and services high-speed steel track vehicles. These go-anywhere vehicles are used by industries as diverse as forestry, utility, mining, and the military. The company ships both equipment and spare parts throughout the world—including the tundra of Russia, the rain forest in Columbia, and the city streets of Los Angeles.

Kootenay Manufacturing is busy year round, and requires an accounting and manufacturing solution that works as hard as it does. For Kootenay Manufacturing, the integrated solution is the combined power of Sage 50 Quantum Accounting\* and MISys manufacturing software.

#### Power Upgrade

For years, the company operated with an antiquated software system that required extensive overhead to maintain and delivered little usable data in exchange. “It was a nightmare,” recalls Ken Sookero, controller for Kootenay Manufacturing. “We desperately needed something better.”

Sookero brought in Sage 50 Quantum Accounting, a trusted application he had used in several prior positions. “I love Sage 50,” he says. “It is easy to learn, easy to use, and it doesn’t require an accounting degree to understand and operate it.”

With its accounting and financial operations in good hands, Sookero began the search for a manufacturing application that would be easy to use and cost effective to purchase and maintain.

“I attended a users’ seminar for Sage 50 and learned about MISys Manufacturing there,” Sookero says. “It is a solid application that meets our manufacturing needs and integrates with Sage 50.”

\*Sage 50 Quantum Accounting was named Sage Simply Accounting Enterprise when Kootenay Manufacturing Co. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

#### Customer

Kootenay Manufacturing Co.

#### Industry

Manufacturing

#### Location

Nelson, British Columbia

#### Number of Locations

One

#### System

Sage 50 Quantum Accounting

MISys Manufacturing

#### Challenge

Kootenay Manufacturing was struggling with an antiquated accounting and manufacturing application that was difficult to use and expensive to maintain.

#### Solution

Kootenay Manufacturing selected Sage 50 Quantum Accounting and MISys as its new powerful, affordable, and easy-to-use solution.

#### Results

All financial data is housed in one application. Integration eliminates need to import/export data. Ease of use means the application is used across departments. By capturing all project-related costs, company has accurate picture of the profitability of its operation.

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The combined solution not only offers the functionality Kootenay Manufacturing needs, it delivers it at a reasonable price point.

“We have an affordable, powerful accounting and manufacturing solution for thousands less than other systems,” says Sookero.

### High-Performance Accounting

As controller, Sookero appreciates the ease with which he can obtain reports from Sage 50 Quantum Accounting showing the financial health of the company and of its projects. “I also can quickly export data to Microsoft Excel for further analysis,” he says.

Sales transactions for the company’s heavy equipment and spare parts are tracked within Sage 50, with costs flowing directly from MISys. “We have all our financial data together in one application,” says Sookero. “It makes my job much easier.”

### Integrated Manufacturing Solution

Kootenay Manufacturing builds each piece of equipment to order, and the process may take up to three months. During the manufacturing cycle, MISys captures all of the associated costs, including parts, labor, and outside processing.

“We now have accurate costs for each project,” explains Sookero. “Everything is accounted for in the work order. We are able to use that information to make more accurate estimates for future projects.”

Purchase orders reference a work order, and when the goods are received, the costs are automatically associated with the correct project. Many of the parts are serialized, and MISys and Sage 50 are set up to track the serial numbers throughout the manufacturing cycle.

“The interface between the two applications is very straightforward. The close communication between applications means we don’t need to export and import data,” says Sookero. “Our financial reports always have up-to-date manufacturing data.”

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—Ken Sookero, controller  
Kootenay Manufacturing

### Inventory Control

Sookero also praises the robust inventory tracking features in MISys and Sage 50 that help the company to maintain tighter control on its thousands of valuable parts. “We appreciate that we can track and analyze costs by categories—such as engine, electrical, or chassis,” he says. “That helps us compare various projects and identify potential areas for improvement.”

### Professional Support Team

Kootenay Manufacturing subscribes to an annual Sage Business Care plan that provides unlimited online chat support, online tickets, or phone support. Sookero praises the support plan, but notes that thanks to the product’s ease of use, the company only needs to use the support services for the most advanced questions and issues. “We are able to troubleshoot and answer most routine questions ourselves,” he says.

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## About Sage

Sage is a leading global supplier of business management software and services for small and mid-sized businesses. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 12,600 people and supports more than 6 million customers worldwide. For more information about Sage in North America, please visit the company website at: [NA.Sage.com](http://NA.Sage.com). Follow Sage North America on Facebook, [Facebook.com/SageNorthAmerica](https://www.facebook.com/SageNorthAmerica), and Twitter, [Twitter.com/sagenamerica](https://twitter.com/sagenamerica).