

## Using MAS 90/200 to Manage the Good Times and Survive the Bad

By

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Bull market, Bear market, recession, recovery, mergers, layoffs, bankruptcies, stock price roller coasters, tax cuts, consumer confidence, and of course, the war on terrorism and the attacks of September 11. Every day we feel the pressure of these economic conditions on our clients' businesses as well as our own.

Not so long ago, when times were good, we were all using MAS 90/200 to record and show those great sales numbers and great financial statements.

Now, costs are the main focus for many companies. Keep costs down and gross profits up as much as possible is the name of the game.

Either way, MAS 90/200 stands ready to deliver the answers through a full compliment of productivity tools.

For financial evaluation, FRx can be used to quickly create reports from the General Ledger. Department reporting is easy to setup when the GL chart of accounts is established with segments indicating departments. Financial statements can be run with the ability to drill down from a summarized statement to the GL detail showing every entry with the click of a mouse.

***When times are good***, FRx can illustrate financial health and demonstrate the capacity to grow and meet credit obligations secured to facilitate that growth.

***When times are bad***, FRx can be a source of evaluating actual to budget amounts and monitor expenses on a regular basis in order to stay on track.

Customer Sales and Inventory tracking are always popular subjects for custom reports in Crystal Reports. This powerful ODBC compliant report writer comes standard with MAS 90/200. Every module has a folder called "Custom" with a handful of Crystal reports all set up and ready to use. They can also be modified for an individual company's needs or brand new reports can be created and placed on those menus. Customized Crystal forms in MAS 90/200 are helping companies eliminate outside forms printing and storage costs as well as utilizing other technologies for forms delivery such as email and fax.

***When times are good***, Crystal reports are commonly used to show top salesperson, top customer, or top selling items. Commission reports are very common also.

***When times are bad***, Crystal reports requests often focus more on highest gross profit per salesperson or customer and identifying obsolete inventory items. Very common also, are reports identifying customers who pay promptly as this becomes critical for managing cash flows.

The Visual Integrator is an often over-looked tool in MAS 90/200. This data import tool is most well known for using to convert data from other systems into MAS 90/200 for the initial installation of the software. In this function, it does an excellent job and can be used to setup general ledgers, customers, vendors, item numbers and all the open balance information that goes with those modules, as an example. However, post implementation uses are also very powerful such as cleaning up obsolete inventory, importing vendor invoices and customer orders, importing inventory counts at year end and changing setup information in masterfiles.

***When times are good*** Visual Integrator is often used to load all data for new installs and ongoing transactions such as customer sales orders. Importing data eliminates human data entry errors, is very fast, and leaves employees valuable time to do other important tasks at hand rather than being saddled with tedious data entry. Also, it may be difficult to find accurate, trustworthy and competent employees for data entry when there are lots of jobs to choose from.

***When times are bad*** Visual Integrator is often put to the same tasks as when times are good with one difference. Using Visual Integrator for data imports requires fewer employees to get the job done. This can be a great cost savings for companies trying to process transactions at the lowest possible cost. Another common Visual Integrator use when times are not so good is to combine company data when mergers and acquisitions occur.

So for all those folks using MAS 90/200, the data is being collected constantly. How it is used or how it needs to be organized on financials or reports changes as the company moves through its life cycle and survives (hopefully!) the economic environment in which it operates. Good times or bad, the investment in MAS 90/200 can always produce a good return!