



MAS 90

CUSTOMER

Carbon-Monroe-Pike Mental Health/Mental Retardation Program

www.cmpmhmr.cog.pa.us

TYPE OF BUSINESS

County Agency

AGENCY PROFILE

Serving Eligible Residents of Carbon, Monroe, and Pike Counties in Pennsylvania.

SYSTEM PROFILE

Computer System

- Microsoft Windows

MAS 90 Modules

- Library Master
- General Ledger
- Accounts Payable
- Accounts Receivable
- Sage Extended Solution: Distribution Table for Invoice Entry

Sage MAS 90 Solution Helps Agency Cut Costs Without Cutting Services

People helping people—the dedicated staff and team of volunteers at Carbon-Monroe-Pike Mental Health/Mental Retardation Program (CMP) take these words to heart. The organization is a partnership of three counties charged with providing services to individuals with mental illness and developmental disabilities. CMP assures that eligible residents receive the necessary linkages, services, and supports appropriate to their needs in the least restrictive setting



The Challenge

Like many of its peers, CMP saw its direct costs spiraling, including an insurance hike of over 20 percent. Rising costs combined with a mandatory budget cut caused the organization to aggressively seek ways to cut operating expenses without cutting services. One major expense was the organization's Oracle database. Just maintaining the existing system cost the organization tens of thousands of dollars every year. After five years, it was due for a large upgrade at an estimated cost of over \$100,000. Kathleen Peterson, County Fiscal Officer, was charged with evaluating options to replace the Oracle-based

system. Sending out proposal requests, the organization narrowed its search to Sage MAS 90 and Navision. Sage MAS 90 had been strongly recommended to Peterson by a respected colleague. That same colleague sang the praises of Keystone Software Solutions, a local provider of Sage Software products and support. After comprehensive sales presentations by representatives of both products, and a careful feature and functionality analysis, the agency selected the Sage MAS 90 solution.

"Sage MAS 90 had everything we wanted at a reasonable price," Peterson explains. "And Keystone was able to give us a fixed price for yearly maintenance and support that was a fraction of our costs with the old system."

CHALLENGE

Reduce operating expenses while retaining sophisticated functionality of Oracle database.

SOLUTION

Replace Oracle database with Sage MAS 90, expertly implemented by Keystone Software Solutions.

RESULTS

80% annual reduction in support and maintenance costs without sacrificing features or functionality.

“We’ve realized an 80 percent reduction in support and maintenance costs with Sage MAS 90 and Keystone.”

Kathleen Peterson
County Fiscal Officer

Expert Implementation

Under Keystone’s guidance, Sage MAS 90 was up and running in less than one month, and under budget. Peterson praises Keystone’s direct and timely communication during the project.

Of crucial importance to the organization were powerful reporting capabilities, real-time data access, generously-sized account numbers, and out-of-the-box functionality—all areas in which Sage MAS 90 excels. “We just don’t have the budget to call in an IT professional every time we need something,” says Peterson. “Sage MAS 90 is flexible and we can make a number of customizations ourselves.”

Powerful Feature Set

The organization processes well over a million dollars in Accounts Payable invoices each month, issuing over two hundred checks in each of the biweekly check runs. Many of those invoices need to be distributed to several different cost centers. To facilitate this task, Keystone recommended the Extended Solution “Distribution Table for Invoice Entry” from Sage Software. The Extended Solution allows the user to establish pre-defined distribution tables that list general ledger account numbers and a corresponding percentage. As staff members enter an invoice, they reference the appropriate table code, and the system automatically creates the appropriate distribution entries. This matches functionality available in Oracle, and saves Peterson and her staff the time required to manually enter dozens

of distribution lines on the invoice.

Peterson has been using the many standard reports provided with Sage MAS 90. “Right out of the box, these reports are meeting our constituents’ requirements.” Peterson has also signed up for an FRx training course offered through Keystone’s training center. FRx is a powerful, industry-standard financial report writer. The additional training will help Peterson as she develops highly customized and complex financial reports.

Uncovering the details behind a balance is simple in Sage MAS 90 using drill-down and drill-around functionality. In Oracle such an activity required numerous steps, but with Sage MAS 90 that data is visible in an instant. In addition, Peterson likes the intuitive operation of Sage MAS 90. She noticed in Oracle that many times the report output was not what she expected, but with Sage MAS 90 she can preview a report to screen and then print a report that looks precisely like the screen version.

Eighty Percent Cost Reduction

Peterson is happy that the agency’s decision to replace their system, backed by the County Commissioners, has paid off so well. Peterson says of the new Sage MAS 90 and Keystone solution, “We haven’t let the Commissioners down. We’ve realized an eighty percent reduction in support and maintenance costs with Sage MAS 90 and Keystone.” That savings goes directly to help those in need.



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