

MDKS

The Complete Solution
For Your Growing Business



Client Profile

MDKS Provides A Successful Solution For Heath & Sherwood Limited

Sage Accpac Helps Company Thrive In A Multicurrency Market

For more than 40 years, Heath & Sherwood Limited has been manufacturing mining and drilling supplies for companies throughout the world. More than 80 percent of the company's products are exported—reaching Spain, Russia, Sweden, and South Africa. Selling in a global economy requires a powerful business management software solution. Heath & Sherwood has found that solution in Sage Accpac ERP, ably supported by MDKS Business Solutions.

Dig Out From Under Old Technology

The company's old software lacked the sophisticated sales reporting tools and job costing capabilities Heath & Sherwood needed to remain competitive in its marketplace. "We needed to bring our software system up to date and take advantage of the efficiencies available with today's technology," explains Richard Axcell, manager of administration and purchasing for Heath & Sherwood. "We didn't have the tools to accurately and efficiently track the costs associated with our projects, nor the sales history information to forecast upcoming trends."

After receiving a reference from a business colleague who had previous experience working with MDKS, Axcell consulted with the firm regarding a new business management solution. "MDKS reviewed our old system and recommended we upgrade to Sage Accpac ERP," Axcell says. "They were able to convert our data and perform staff training online which saved us a significant amount of money compared to sending our staff for training or bringing in a trainer."



Manage Project Costs

The Project and Job Costing module of Sage Accpac ERP has made a dramatic difference in the way Heath & Sherwood operates. "Much of our equipment is custom-built or configured and it's vital for us to track the costs associated with these projects," Axcell explains. "Now we're able to track the labor, materials, equipment, and overhead costs—and know just where we're at compared to our estimates."

Axcell says the company also analyzes past jobs to develop more accurate time and cost estimates for current projects. "It's a powerful tool," he adds.

Compete In A Global Economy

Because the company sells globally, the multi-currency capabilities of Sage Accpac ERP have proven invaluable to Heath & Sherwood. The exchange rates can change from the date the company cre-

Heath & Sherwood Limited

Headquarters:

Mississauga, Ontario

Industry:

Industrial Manufacturing

Solution:

Sage Accpac ERP

About MDKS Business Solutions

MDKS Business Solutions Inc. is one of the largest independent accounting and professional service firms in Southern Ontario specializing in the selection and implementation of ERP systems for mid-sized organizations of various industries in all of North America.

Our professionals have extensive expertise in financial accounting and operations, business intelligence and reporting, CRM (Customer Relationship Management), manufacturing, eCommerce, custom software development, and IT infrastructure deployment.

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ates invoices to the date a customer pays the invoice, so Heath & Sherwood must account for the gain or loss. Previously, the company calculated these variances manually and created a journal entry to account for them.

The Sage Accpac ERP Multicurrency module eliminates the manual calculations and journal entries, streamlining the entire process and increasing accuracy. Invoices are translated into functional currency using the exchange rate in effect at that date. During period-end processing, or as the balance sheet is created, invoices with a foreign currency are adjusted to reflect the current exchange rate, and the resulting gains and losses are included in the net income for the current period. “We previously spent two to three hours a month reconciling our multicurrency accounts,” says Axcell. “Now it is calculated automatically in just minutes.”

Drill Deeper Into Your Data

MDKS introduced Heath & Sherwood to an add-on solution called Information Manager, a business intelligence tool that allows the company to present its data in virtually any manner, and to create powerful reports on the fly. “We wanted to include data from our old system in our sales analysis and forecasts,” explains Axcell. “MDKS configured Information Manager to read both databases and give us the sophisticated sales reports we require.”

One of Axcell’s favorite features in Sage Accpac ERP is the ability to drill down to uncover detailed information. “I might be looking at a

general ledger account balance and wonder what made up that balance,” he explains. “Now I can drill down and find the original purchase order and the receiving documents that give me the information.”

Automate Purchasing Tasks

In the past, the company handled its purchasing functions manually, because it lacked the tools to accurately forecast sales and gauge inventory levels. With help from MDKS, the company has implemented the Inventory Control and Purchase Order modules and is currently loading in the information needed to help automate the purchasing process. “We are calculating our minimum and maximum on-hand quantities for each item, looking at economic order quantities and other information from our vendors,” says Axcell. “Our goal is to then let the software make recommendations on purchasing and then automatically generate purchase orders for us.”

Remain In Control

Thanks to the advice and support of MDKS, Heath & Sherwood has a robust business management solution that meets its needs today and offers the scalability and flexibility to address tomorrow’s challenges.

“We now have access to information that allows us to make better and timelier business decisions,” Axcell concludes. “We know where our business is coming from, what and when we should be purchasing, what activities make us money – and just as important – what activities are not making money. This information helps keep us in control.”



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