

## SAGE ERP MAS 90 *Client Success Story*

### AP Atlantic Distribution, Inc. finds their sweet spot with Sage ERP MAS 90 and Southeast Computer Solutions



Headquartered in Miami, Florida, AP Atlantic Distribution, Inc. is a redistributor of confections and chocolates. They provide thousands of novelty candy and chocolate products ranging from gums and pops to cookies and snacks to distributors, wholesalers, independent stores, chains and grocers throughout South Florida, the Caribbean and Latin America. This family-owned company works with manufacturers around the world to bring a wide range of innovative products to its customers at a fast pace. Maintaining optimal warehouse management is crucial when distributing these types of items.

#### Search for efficient software

Having outgrown the functionality of an entry-level software package, AP Atlantic Distribution reached out to Southeast Computer Solutions to take them to the

next level. Southeast Computer Solutions recommended Sage ERP MAS 90 software to keep track of their inventory and manage their financial information. AP Atlantic was quickly impressed by the depth of knowledge Southeast Computer Solutions was able to share regarding accounting, distribution and general business practices within the Sage ERP MAS 90 system.

#### Advanced functionality brings optimization

Their previous entry-level system did not have sophisticated distribution capabilities and lacked tight control of inventory items. Complete warehouse management was difficult. With Sage ERP MAS 90 ability to create virtual warehouses, AP Atlantic Distribution now has greater control over its warehouse using bin location information and the ability to create picking sheets that help them gain greater efficiency.

#### CUSTOMER:

AP Atlantic Distribution

#### INDUSTRY:

Confectionary  
Distribution

#### LOCATION:

Miami, FL

#### SYSTEM:

*Sage ERP MAS 90*

- Core Accounting
- E-Business
- Inventory Mgmt
- Sales Order
- Purchase Order

#### VERTICAL MODULES:

- Fixed Assets
- MAS Intelligence



#### CHALLENGE

*Replace an entry-level system with a fully automated solution to streamline operations.*

#### SOLUTION

*Sage ERP MAS 90 financial and distribution modules.*

#### RESULTS

*Increased visibility, improved shipping processes and maximized profit.*

#### SOUTHEAST COMPUTER SOLUTIONS

Southeast Computer Solutions has been a Sage Authorized Partner since 1985. With the combination of consulting, technology, support and top-notch accounting solutions— Southeast Computer Solutions is your single source for enterprise infrastructure needs. We pride ourselves on our spirit of true partnership with our clients. Southeast Computer Solutions understands that companies need practical, productive tools to capitalize on the opportunities this market has to offer.

Through Sage ERP MAS 90's distribution suite, AP Atlantic is able to know in real-time what inventory items need to be replenished, perishable item expiration dates, and are able to see trends that better allow them to forecast future sales and trends in order to make adjustments that will optimize their success.

In addition, AP Atlantic Distribution liked the fact that Sage ERP MAS 90 maintains strict audit trails on financial transactions. AP Atlantic Distribution also uses the advanced security features that allow them to limit what individuals can see in the system based on their job function. This type of security level was important to their executive team.

#### Strategic partnership leads to growth

Beyond the powerful accounting and distribution features, AP Atlantic Distribution has come to rely on superior support from

Southeast Computer Solutions utilizing bilingual consultants, software experts and speedy technical support to accomplish their business needs .

Efficiently managing their inventory is essential to their success. Sage ERP MAS 90 allows them to have complete control and visibility into their warehouse. AP Atlantic Distribution thrives because of its competitive advantage when it comes to buying power, low overhead costs and fast delivery. With Southeast Computer Solutions as their business partner and Sage ERP MAS 90 as their solution, AP Atlantic Distribution is getting the most out of their software investment and is poised for future growth.



*“Sage ERP MAS 90 provides small business' like AP Atlantic with big business capabilities.*

*-Orlando Alpizar (General Manager)*

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