

**Sage 500 ERP**  
**Food/Beverage Manufacturing**  
CLIENT SUCCESS STORY

**AMS**

**ACCOUNTING  
MICRO SYSTEMS**

## Accounting Micro Systems Brews a Cost-Saving Solution for Mighty Leaf Tea

**Client**  
Mighty Leaf Tea

**Industry**  
Food/Beverage  
Manufacturing

**Location**  
San Raphael,  
California

**Number of Employees**  
60

**Systems**  
Sage 500 ERP  
Sage SalesLogix

With a passion for creating incredible handcrafted tea blends, Mighty Leaf Tea has grown into a successful manufacturer and distributor of some of the world's finest teas. The company's blends are sold through specialty retailers, upscale grocers, restaurant suppliers, and directly to consumers over the Internet. While the company's products are handcrafted, it made the decision long ago to invest in technology to ensure its products make it to market quickly, efficiently, and at the pinnacle of quality.

To deliver on its promises, Mighty Leaf Tea relies on Sage MAS 500 ERP and the consulting firm of Accounting Micro Systems (AMS).

### Find The Right Partner

When Debra Nichols joined the company as director of IT and business management, Sage MAS 500 was installed but the implementation was incomplete and the promised benefits were largely unrealized. "I recommended we look for a new consulting firm," she recalls. "The original firm was simply not up to the task."

A phone call to Sage North America resulted in two referrals to local area Authorized Business Partners, and Nichols contacted both of them. "As soon as I spoke to Accounting Micro Systems I knew we'd found the right partner—even as we discussed our situation over the phone the consultant had several solid recommendations," Nichols adds. "The consultant was out later in the week to meet with us, and that meeting sealed the deal."



AMS immediately began delivering results. Mighty Leaf Tea staff received in-depth training, the SQL tables were optimized, the warehouse operations automated, specialized reports were written, and small customizations to tailor the software were completed. "AMS accomplished more in three months than we were able to accomplish in an entire year," Nichols says. "I can't speak highly enough of them. They were definitely the right choice. They are responsive, creative, and timely problem solvers. They take an educational approach, always making sure we understand our available options and the ramifications of each decision."

### Efficiency Infusion Saves \$70,000 Annually

"Efficiency has always been our goal, but in the current economic climate it's even more important for us to operate lean," says Nichols. "AMS has helped us improve our efficiency at every level. Their guidance is invaluable. We're seeing rapid and continual return on our investment."

# AMS

# ACCOUNTING MICRO SYSTEMS

## About Accounting Micro Systems

Accounting Micro Systems (AMS) is a premier provider of business management software and services to small and mid-size organizations.

Representing world-class solutions from Sage North America, and SAP, AMS delivers turnkey implementation, training, support, and development services. With a focus on value and service, AMS is committed to helping its clients maximize their technology investments. AMS services businesses throughout California.

Learn more at  
[www.accountingmicro.com](http://www.accountingmicro.com)  
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AMS worked with Mighty Leaf Tea to develop a road map for optimizing the warehouse operations. "We didn't have logistics experience, so their expertise and guidance were invaluable," Nichols says. "Within one month we had the system up and running and producing real results." For example, by following suggestions offered by AMS in conjunction with the tools inherent in Sage MAS 500, Mighty Leaf Tea has successfully reduced its inventory carrying costs, cutting its turn rate by a full 10 days.

The company's buyer uses the software's built-in tools to generate purchase orders based on factors such as vendor lead time, economic order quantity, and current demand. Using historical sales data, forecast data, and current demand, Mighty Leaf Tea is able to make smarter ordering decisions that minimize waste and optimize stocking levels.

Recently AMS implemented the MRP (Material Resources Planning) and Work Order modules for Mighty Leaf Tea. "Production entry is simplified, work order creation is automated, and receiving is streamlined," Nichols says. "As a direct result of these efficiencies, we were able to eliminate two positions—for an annual savings of more than \$70,000."

## Interface Eliminates Data Entry

AMS developed an automated integration process that brings orders originating from the company's Web site into the Sage MAS 500 Sales Order

module. "They worked with our Web developers to make it happen. Now it is a seamless process where before it was entirely manual," explains Nichols. Credit card orders are processed through the system, creating cash receipts automatically. "We cut one full-time position in our accounting department because we eliminated the manual entry of cash receipts," she adds.

## Technology Investment Pays Off

Mighty Leaf Tea solidly relies on its technology and keeps its software current to take advantage of new features and functionality. AMS performs the software updates overnight or on weekends to avoid interrupting the company's business operations. "This is priceless to us," says Nichols. "We've never had down-time as a result of an upgrade. AMS are top-notch professionals."

Mighty Leaf Tea is enjoying the benefits of its technology investment. Efficiencies gained allow it to focus on delivering the finest products to its discerning customers. Nichols attributes the success of the project to the conscientious team at Accounting Micro Systems. "I would recommend AMS to anyone," she concludes. "They know Sage MAS 500 like the back of their hands and share their knowledge liberally."

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