



sage

Sage 100 ERP Cloud Success Stories



“We have 25% of our clients in the cloud and expect more activity in that direction. With our smaller clients, I-BN is more affordable. Our implementations have been incredibly smooth.”

Troy Turrentine
President



Sage 100 ERP Online Reduces IT & Personnel Overhead and Creates Flexibility

Tennessee Software Solutions (TSS) was originally established as part of a CPA firm in 1996, but became its own entity in 2007 under the partnership of Troy Turrentine and Andy Adkisson. For the past 18 years they have specialized in helping family-owned businesses improve their processes to become more effective at what they do. They are often called upon to help with managerial changeovers and to help businesses take advantage of technology to better serve their clients.

TSS's clients are growing and adding new technology to their business process. Using technology to control personnel cost makes a big difference in a small business's ability to compete and remain profitable. The competitive pricing and Sage experience at I-Business Network (I-BN) was very beneficial.

Our Solution

With I-BN, TSS's clients don't have to worry about backing up their data, purchasing complex equipment, or hiring personnel to maintain the equipment. More

and more companies are relying on technology to provide them with the flexibility to conduct business remotely and integrate eCommerce solutions. When choosing a cloud provider, TSS was impressed with I-BN's reputation in the Sage 100 community, Sage certified support personnel, and their SAS 70/SSAE 16 certified data center.

I-BN's onboarding process delivers your client's cloud environment about 90% complete. To finalize the process, TSS works with I-BN to initiate a data restore of their client's data and install any add-on software. "I-BN ensured a smooth implementation making it easy for our clients to move to the cloud," said Troy.

"Most of our clients were very knowledgeable about the cloud, and it worked for them," related Troy. "I-BN has met their expectations seamlessly. The end user would not know the data was in the cloud - no interruptions. Our clients can tie multiple offices together and work from home. This is what we were hoping we were going to get, and I-BN delivered."

Sage Cloud Hosting Answers the Need to Quickly Unite Offices Across States

Quality Steel Corporation (QSC) went from their humble beginnings as a propane provider in 1940's Cleveland, Mississippi to proudly becoming one of the largest manufacturers and distributors of propane tanks in the United States. They provide clients across the U.S. and Canada with American made products including all materials and manufacturing.

Our Solution

QSC has seen record growth in recent years and seized the opportunity for expansion yet again. With the purchase of two manufacturing locations, QSC now had three locations manufacturing and distributing propane tanks. The company needed to act quickly to unite the three locations across three time zones.

With quality as the hallmark of their business, QSC didn't want to miss a beat providing their product to their clients. "There was no time to establish the network in the time we had," said Richard Bryant, information services director. "To have the cloud available, we could get everyone access to Sage 100 quickly across three manufacturing and distribution facilities."

They had been successfully using Sage 100 to manage their business and knew that they could integrate data from the two new locations successfully. They had also been introduced to I-Business Network cloud services and were confident of the benefits they would have in the cloud.

Choosing I-BN was obvious to Mr. Bryant, "I happened to know that I-BN was already providing Sage hosting. They were one of the early adopters of Sage and they were aware of the idiosyncrasies and would have the experience to guide us through it."

I-BN was able to establish their cloud presence and integrate their data from AS 400 (after preparation) to their Sage 100 in about a week's time. "We were aware of the benefits of the cloud so we knew we could be working quickly," said Mr. Bryant.

QSC uses the cloud to their advantage for manufacturing as well, by sharing large documents across their three locations. They no longer send drawing files, which can be very large, via Email. They have been able to create a library for their drawings that is quickly accessed and downloaded on demand.

The entire company has transitioned to using the cloud. "If you took it away, there would be a lot of gnashing of teeth and hand wringing," Richard commented, "We constantly add new users and it is a smooth and easy process and usually happens within hours. It was surprising we could do it that fast."



“For 15 years we have been able to work from the field in real time helping us to meet the daily demands of our business. It really streamlined everything and made it much, much easier.”

Terry Sullivan
Controller

BRIGHTON
AIR CONDITIONING • SHEET METAL

15 Years of Sage 100 and the Cloud

Brighton joined I-Business Network as one of our first clients nearly 15 years ago. The family owned business was experiencing a lot of growth and needed a solution that would work from the field and the office. As a construction company, they have more than 30 employees in the field that need access to data on a consistent basis.

A significant part of the appeal of moving to a cloud hosted solution was the predictable cost that included the server, software, technology, website and technical support costs.

Our Solution

Due to the growth and nature of their business, our assessment determined that moving from Peachtree to Sage 100 hosted in the cloud would best address Brighton’s needs. Cloud hosted Sage 100 ERP allows Brighton to access electronic files from any Internet location at anytime. Working from multiple locations is now accomplished with ease.

Additionally, Brighton was able to make the move to the cloud without spending the money on new hardware that would have been needed if they continued to use a

local server. Maintaining a full time IT administrator was also not necessary; daily backups, updates, security, and equipment maintenance are now included in their hosting with I-BN.

Making the move from Peachtree to Sage 100 was preferable allowing Brighton to preserve job data, estimating history, and their 50 active projects. All data was converted including accounts receivable, payables, payroll and job costing.

In an era of rising costs, Brighton’s predictable monthly technology costs have remained constant since they moved up to the hosted environment.

When asked how the past 15 years of cloud managed solutions have served Brighton and what she would tell others thinking of a move to cloud hosted Sage 100, Terry commented, “It’s really been great. Go for it, and use I-BN!”

NEFAB



Sage Cloud Hosting Answers the Need to Quickly Unite Offices Across States

Since 1870, Chick Packaging has evolved into a world-class industrial packaging company. With nine profit centers encompassing twelve different locations throughout the United States, Chick Packaging merged with Nefab in 2010 to offer products and services that match their customers’ diverse requirements.

Nefab started with nine reporting locations across the country from California to New Hampshire. Prior to hosting with I-BN, Sage 100 sales information and cash collections were gathered locally, summarized and sent to corporate headquarters at month end for consolidation and financial reporting. Payables and related cash disbursements were performed at corporate, and, as a result, detail cost information was available there but only summary information was available at the locations. This resulted in delays and inconvenience when analyzing costs by division managers.

A further concern was the amount of attention given at divisional sites to daily backup and the safekeeping of data generated in the Sage 100 ERP system. Nefab was also looking for alternatives to hiring a full time M.I.S. individual or department.

Our Solution

Having been on Sage 100 ERP Standard for about nine months, Nefab decided that a hosting service was the preferred method for addressing its needs. Nefab upgraded to Sage 100 Advanced and moved their licensed copy to the I-BN data center. Nefab

then purchased additional user licenses through their reseller, so all of its users could access the system. As Nefab has grown, they have added JOB OPS, VB Scan and other capabilities to its hosted MAS system.

In the past, users got their financial information on a less timely basis. Now, area managers can sign on and see their data, which gives local management the ability to analyze their performance in real time. Furthermore, corporate can now monitor the progress of a location throughout the month, review up to the minute receivables agings that were previously kept only at month end. Additionally, corporate no longer needs to depend on local office managers for data backup.

Nefab has since upgraded to a dedicated environment and added web based contact management and document imaging functionality to their hosted environment.

“The conversion from our Local MAS 200 to the hosted MAS 200 took place one Saturday morning and was as smooth as silk,” said Jim Hastings, chief financial officer.

We want you to become an I-BN Success Story! Contact us to learn more about our leading business solutions.

Call 678-627-0646 or E-mail us at IBN@I-BN.net.



About I-Business Network

At I-Business Network (I-BN) our goal is to **make powerful business technology simple**. As a premier Application Service Provider (ASP), we are constantly seeking to help our customers manage their business better, with less effort.

I-BN supplies complete financial, e-commerce and business process systems to help your business grow and improve efficiency. Our advantage over generic cloud providers is that we provide solutions and cloud environments that are specifically designed and tested to deliver the full functionality of your software, software specific support, and the flexibility of cloud computing.

If you are outgrowing your entry level accounting software package, are mired in spreadsheet management, or looking to grow your company to the next level, our solutions provide the next tier of business management software at 25-50% of the cost of a traditional on-premise implementation.

Using our Start & Grow rapid implementation methodology and software as a service licensing, you can be running your business in the cloud in as little as 4-6 weeks. The I-Business Network of certified service providers can provide the local implementation, training and other services to bring the cloud right to your doorstep.

Call our sales executives at 678-627-0646 to find out how you can implement your solution!