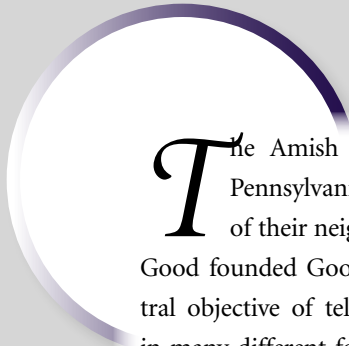




NEXTSTEP – Only The Best For Good Enterprises

A MAS 90® Distribution Solution

“One of our biggest fears was losing our existing data. But NextStep was able to successfully convert all the data and import it into MAS 90. NextStep had the knowledge and ability to do it.”



The Amish and Mennonite populations in Pennsylvania have long drawn the curiosity of their neighbors. In 1970, Merle and Phyllis Good founded Good Enterprises, Ltd. with the central objective of telling the Amish-Mennonite story in many different forms. A heritage center, museum, bookshop, art gallery, and craft stores were established to educate and share the unique culture. The company’s publishing division, Good Books, began operation in 1979, primarily publishing educational books about the Amish and Mennonites. They have now expanded their offerings and currently have a New York Times best-selling cookbook!

Looking For Better Times

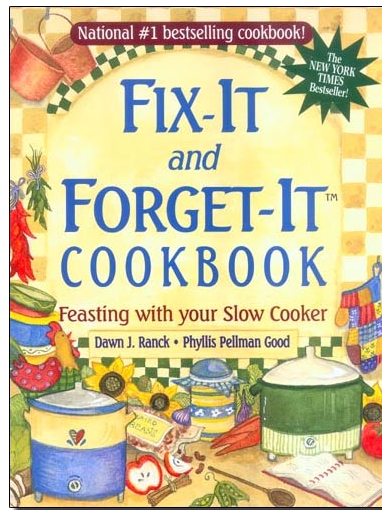
Good Enterprises had propped up their aging software systems for years, but the approach of the year 2000 made replacing the non-compliant Quicken and Open Systems installations imperative. Simon Lever & Company, the company’s accounting firm, recommended MAS 90 to them. Upon close review, it was determined that MAS 90 met virtually all of the company’s needs, at a price point that made sense. A go-live deadline of October 1, 1999 was met with help from NextStep. “One of our biggest fears was losing our existing data,” recalls Dean Mast, Good Enterprises’ Business Manager. But NextStep was able to successfully convert all the data and import it into MAS 90. “NextStep had the knowledge and ability to do it.”

The Good News

The good news is, MAS 90 has indeed met or exceeded all of Good Enterprises’ expectations. “We have complex accounting issues, and MAS 90 does what we need it to do,” says Mast.

The company structures their chart of accounts by division, with each division representing a separate business unit, such as the publishing company or the bookshop. Good Enterprises’ largest division and main user of MAS 90 is Good Books, a publishing enterprise that distributes to bookstores, wholesalers, and individual consumers. It is this venture that most utilizes

MAS 90’s Sales Order Processing, Inventory Management, and Purchase Order modules. Their retail stores do not utilize an electronic point-of-sale system, as the company feels it would detract from the unassuming feel of the stores, so journal entries for the stores’ revenues and expenses are made monthly into MAS 90. Every posting from each module can be coded to the appropriate division, making analyzing the profitability of each operation easy.



MAS 90 makes complex accounting tasks simple for this book publisher

FRx Financial Report Writer is valued for its superb financial reporting capabilities. It is important to individually analyze the company’s various divisions, while having access to a consolidated company-wide view. “This was a big selling point for me,” says Mast, “we can produce summarized financial

Client Profile

statements, and drill down into the detail beneath it.”

Good Enterprises previously used Quicken to write checks, and then would manually re-enter the data into Open System’s General Ledger—a tedious task at best. MAS 90’s efficient Accounts Payable module “makes life easy,” says Dean Mast. He especially likes the Invoice Payment Selection process where he can gather invoices to be paid by vendor or due date, view a list of the invoices meeting his criteria, and then select and de-select individual invoices from the list to be paid. The Accounts Payable Cash Requirements Report and the Accounts Receivable Cash Expectations Report enable the company to monitor cash flow effectively.

The drill-down features present in each module are heavily used. From Inventory Inquiry, they can inquire into a particular book, viewing the sales history for a particular month and then drill down and view the transactions that make up that history. From General Ledger, staff can view transaction history for an account, and drill down to the source journal for the transaction—offering a complete picture of the activity which generated the posting.

Royalty calculations are a complex and necessary component of the publishing industry. NextStep was able to create a highly sophisticated report using Crystal Reports that is used to produce the royalty statements, saving Mast, “a bundle of time.”

The Shipping Data Entry feature in Sales Order Processing has proven itself indispensable to Good Enterprises. Shipping was once a manual function, with each package entered on the manifest by hand, and no integration to their business software. “Now it’s one step to go from order entry to shipping,” says Mast, “Ultimately our efficiency is

much better.” The StarShip freight Manifesting system has been recently added, further streamlining the operation. The tracking number and freight cost of each package are automatically transferred to MAS 90 to be stored with the shipping history for each package. When responding to a customer request, staff can quickly locate the tracking numbers referenced on each invoice within MAS 90 and, with a single mouse click, launch the UPS package tracking web site.

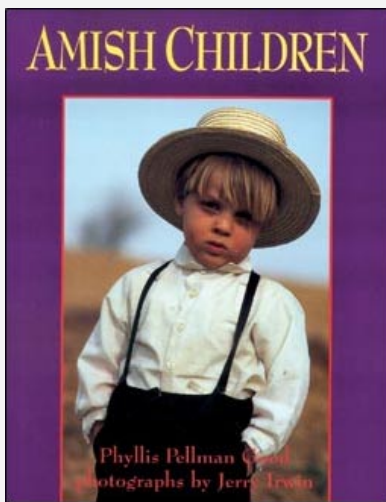
The Credit Card Processing module is another recent addition. Staff can obtain instant authorization for orders, saving valuable time and enhancing customer service. A customer’s credit card numbers and related information can be stored in an encrypted format within MAS 90 for use on subsequent orders.

Only The Best

Dean Mast is pleased with the support he receives from NextStep. He describes their relationship as collaborative; one where he knows he can discuss plans or problems and receive objective, professional advice. “I trust their expertise. We have had a successful relationship for many years.”

NextStep ensures that Good Enterprises’ staff members receive any necessary training as new updates to MAS 90 are released. Because NextStep’s staff is so well acquainted with operations at Good Enterprises, they advise them of any soon-to-be-released features that may be of interest to them. “They are on top of what’s out there. I feel like I’m getting the best technology available.”

Have MAS 90 and NextStep proved to be the best solution for Good Enterprises? “We’re so glad we went in this direction. The investment has really paid off,” says Mast, “If I were to move companies, I’d recommend MAS 90 to the new company.”



MAS 90 handles everything from the order stage right through shipping

Headquartered in Lancaster, Pennsylvania, our firm has specialized in MAS 90 and MAS 200 by Best Software since 1989.

Our extensive experience, exceptional service, and broad expertise assure you of our ability to solve even the toughest business problems.

If you would like to fine-tune your firm’s approach to distribution, we would like to talk with you and see if MAS 90 is the right solution for you.



444 Murry Hill Circle • Lancaster, PA 17601

(717) 519-1200 • fax (717) 569-7313

info@NextStepTA.com • www.NextStepTA.com