



CUSTOMER SUCCESS STORY

American Stairways, Inc.

www.AmericanStairways.com

Company Profile

Type of Business

Wholesale Distributor of Premium Attic Staircases

Headquarters

Memphis, Tennessee

Other Information

- Established in 1980
- 1 Warehouse
- 150 Employees
- 4 Separate Legal Entities

System Profile

Sage MAS 90

- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Payroll
- Inventory Management
- Sales Order Processing
- Purchase Order Processing
- Customization: Multiple Sales Orders on a Single Shipment

American Stairways Takes a Big Step with Cannon Wright Blount

American Stairways, Inc. (ASI) has been selling folding attic stairs for over 25 years. But you won't find their products at your local hardware store. They sell to wholesale distributors and lumber yards that supply their premium stair products to contractors.

For nearly 15 years, ASI ran their business on a very old accounting application. "It was probably an adequate system when the company first started business" recalls Frank Abbadessa, Controller. "But when I came onboard, I realized that operations and profitability were being stifled by inefficiency." It took a tremendous amount of time to generate the reports needed and the system was neither user-friendly nor intuitive. Abbadessa was unable to modify report output to suit his needs and most of the time relied heavily on the IT Department for assistance. What's more, the ability to slice, dice and analyze data to assess profitability and financial health of the company was simply nonexistent...he was "flying blind." Perhaps worst of all, records were mysteriously dropped often resulting in a complete loss of data. With each occurrence, ASI would pay a programmer to come in and try to recover the lost data which was costly and resulted in excessive downtime. Something had to be done. Abbadessa's previous experience with more adaptable business software built on current technology was the driving force behind an initiative to evaluate



options to replace ASI's antiquated system.

Stepping Up with Sage MAS 90

ASI began research and evaluated several software applications before finally deciding that Sage MAS 90 was the best fit for their business. "It was one of the few applications that offered completely integrated payroll giving us everything we needed in one package without the hassle of dealing with external software" says Abbadessa. The next step was to find a business partner that could implement MAS 90 as well as offer advice on how to best utilize the new technology to adapt to their unique operation. When Abbadessa discovered Cannon Wright Blount, he recalls "We hit it off right from the get go. I liked their background as Certified Public Accountants and I

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Challenge	Solution	Results
Improve operational efficiency and reporting visibility while eliminating excessive support costs related to legacy accounting software.	Sage MAS 90 with detailed reporting and analysis to assess profitable and unprofitable divisions as well as the overall financial health of the business.	Savings of \$30,000 per year in legacy support costs as well as reporting tools that improve gross profit visibility into various business lines and company locations.

“Elimination of support costs related to our legacy system has saved us \$30,000 per year.”

“I have more control over report output which has improved gross profit visibility into various business lines and locations within the company.”

**- Frank Abbadessa
Controller
American Stairways, Inc.**

felt very comfortable speaking “accounting lingo” with them. I was also impressed with how thorough they were in taking time to understand our business before making any recommendations. We talked about everything from financial statements to warehouse operations including business structure, divisions, departments, inventory item numbers, employees, and much more. Everyone does business differently and I felt confident that they really understood ours.”

Because Cannon Wright Blount invested time in project planning, the implementation was quick and smooth. Based on Cannon Wright Blount’s recommendation, ASI elected **not** to migrate historical data from the old system. Abbadessa states “That decision saved us about 50% in implementation costs and helped us avoid a lot of downtime. Our old data was completely unreliable and we didn’t want to pollute our new system with corrupted files. We just keep the historical data on a separate machine and access it when needed. It has worked out beautifully.”

Today, Abbadessa generates reports in a flash and can easily analyze data from different angles. “Things are far more efficient now because I no longer have to wait on IT to get me the reports I need. I have more control over the report output which has improved gross profit visibility into various business lines and locations within the company.” The user-friendly reporting tools also provide Abbadessa with more detailed analysis and the ability to make timely decisions about profitable and unprofitable divisions. Unlike their previous system, the data is now completely reliable which eliminates the need for

external spreadsheets and manual adjustments. In particular, sales commissions were calculated and paid outside their old accounting system. Now all of that data is captured and processed in MAS 90 with the ability to automate payment of commissions upon customer remittance. What’s more, this information is captured by individual and by group which improves visibility of performance by salesperson. Additional efficiency and cost savings have been achieved through the payroll compliance features of MAS 90 which has enabled them to bring this process in-house. They previously outsourced payroll processing to their CPA firm.

Technology That’s Always a Step Ahead

Because MAS 90 is built on technology that ensures data integrity, ASI is no longer faced with lost records and corrupt data. Abbadessa recalls “We were spending about \$30,000 per year on outside consulting & IT support. Even worse was the costly downtime and lost opportunities as it typically took about 2 business days to get things resolved and running again. Elimination of those costs alone is enough to quickly recover our investment in MAS 90.”

ASI is “climbing to the top” of their industry with confidence that their technology partner and business software will support them for many years to come. “If I had to do it all over again, I would do it **exactly** the same way. Sage MAS 90 has been an outstanding business tool and I can’t imagine finding a better nor more reliable and responsive business technology partner than Cannon Wright Blount.”

About Cannon Wright Blount

Cannon Wright Blount has been uniquely designed to meet the needs of today’s fast paced business environment. From sophisticated financial strategies to managing integrated software purchase decisions and implementation, we have the depth and breadth of experience to make a positive impact on your business. Our team of Chief Financial Officers, Project Managers, Financial Analysts, Information Technology Directors, Certified Management Accountant and Risk Management Specialists have been in your seat — in the real world, making the tough decisions that shape your business and its future.



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