CUSTOMER
Sweater.com

INDUSTRY
Garment manufacturer

LOCATION
Santa Monica, CA

Number of Locations
Three

Number of Employees
15

SYSTEM
Sage MAS 90

Modules in Operation
- General Ledger
- Accounts Receivable
- Accounts Payable
- e-Business Manager
- Inventory Management
- Sales Order
- Purchase Order
- Bank Reconciliation

Ensemble Business Software Modules
- Distribution Solution
- EDI Processing
- Supply Chain Management
- Warehouse Management

Sage MAS 90 Knits Seamless Solution for Sweater.com

A girl can never have too many sweaters—especially superior-quality sweaters that are the height of fashion. That's the business behind Sweater.com and its label, One Girl Who..., headed by industry veterans Bruce Gifford and Dan Jaffe, a company that is hitting the apparel industry like a tidal wave. Sweater.com landed 500 accounts by the end of its first year, and its sweaters are hot sellers with national retailers like Nordstrom plus 1,000 other specialty stores.

"We started out with QuickBooks for our finances, and AIMS for the manufacturing side of our business," says Jonathan Saven, CFO. "The problem was that they didn't integrate, so we had a large gray area between the two systems. It was extremely inefficient, and definitely not appropriate for a firm growing as fast as we are."

Sticking with Sage

Saven had been happy with Sage MAS 90 for finances and Ensemble Business Software for apparel management at a previous company. So he adopted the two packages in late 2004. "I knew how well Sage MAS 90 and Ensemble would work together," he says. "They also provided me with a robust allocation module for both inventory and product costing, two features we considered essential."

Sweater.com uses its Sage MAS 90 system for practically everything, including entering orders, creating UPC codes, generating purchase orders, tracking receipt of goods, entering sales orders, allocating invoicing, picking, updating invoices and creating general ledger transactions.

Ensemble Business Software enhances Sage MAS 90 with special features for apparel, footwear and soft goods companies. Of particular value is the ability to create a matrix for products by size and color, all

CHALLENGE

QuickBooks did not integrate with vertical software for apparel industry management, causing company-wide inefficiencies.

SOLUTION

Sage MAS 90 with suite of financial and distribution modules, fully integrated with Ensemble Business Software, an apparel industry management solution.

RESULTS

Greater accuracy in financial statements; real-time inventory reduced manufacturing costs; improved efficiencies in every area of the company.

sage software

Your business in mind.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and midsized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.

housed under a single part number for easier reporting. Its Distribution Solution lets Sweater.com reduce data entry requirements, and organize inventory by style, color, sizes, UPCs and NRF codes. Its Warehouse Management Solution helps expedite finished goods allocation, multi-bin processing, picking sheet control, packing list processing, carrier manifest and ship notice processing. The software also provides EDI capabilities.

Inventory Efficiencies

Every garment at Sweater.com is barcoded in the Sage MAS 90 Inventory Management module, providing real-time inventory counts. "We've seen efficiencies in every area of the company," notes Saven. "Not only are our processes quicker, but it's easier to get reports, export data and access inventory maintenance files."

Of particular importance is the system's EDI interface. "We send out all of our orders via EDI, and they are returned the same way," explains Saven. "Information flows directly from our customers and trading partners to our warehouse. Our reseller was very helpful in ensuring that the EDI worked smoothly, customizing the software to meet our specific requirements and then providing support and training after implementation was complete."

Awesome Analysis

What's the biggest improvement Sweater.com has experienced since moving to the Sage MAS 90/Ensemble system? "Without question, the ability to write better reports," says Saven. "We've written literally hundreds of reports in Sage MAS 90 with Crystal Reports®, mostly related to sales orders. We can easily produce reports summarizing reorders, weekly order analyses, sales order by

representative, sales by territory, open-to-sell orders, open orders by item and cut-and-sold reports. This gives us incredible flexibility."

Although it's too early to quantify improvements from moving to the new system, Saven is certain that bottom-line savings will be evident. "Sage MAS 90 and Ensemble have definitely improved productivity, speeded our processes, and given us much more accurate financial statements. This allows us to make faster—and better—decisions that will make us even more profitable," he says.

Saven considers the move to fully integrated software management a wise strategic move for Sweater.com. "I'm actually glad now that QuickBooks didn't work well. Its inefficiencies forced us to move up to a fully integrated system like Sage MAS 90 with Ensemble. I'm very happy with the results."