

CUSTOMER SUCCESS



## Xtrac, Inc., Revs Up Revenues With Sage MAS 90

Formula One. World Rally. CART. Indy Racing League. Virtually all of the world's top motorsport teams use high-performance transmissions from Xtrac, Inc. The sales and service team work at its 6,500 square foot engineering office and distribution facility in Indianapolis. Components are manufactured direct from CAD data at the parent company in Thatcham, England, to meet deadlines that would have been impossible just a few years ago, delivering Xtrac, Inc., parts on time to customers throughout the world.

When Xtrac, Inc., opened its doors in late 2002, the main focus was to supply the Indy Racing League. So its parent in the U.K. selected Sage BusinessWorks Accounting as Xtrac, Inc.'s accounting software, designed for a modest-sized company. Soon, however, Xtrac, Inc., gathered serious momentum, adding NHRA, GrandAm, Motocross, and other lines. It outgrew Sage BusinessWorks in just one year.

### Believers in Sage Software

"We wanted to upgrade quickly and stay within the Sage Software family of products," explains Lisa Lamott, controller. "I was familiar with Sage Software products from a previous company, and was impressed with their technology. So we selected Sage MAS 90. I'm certainly glad that we did!"

Xtrac, Inc., now relies on Sage MAS 90 ERP to manage all their financials, including customer orders, invoicing, parts ordering, tracking and reporting back orders, inventory control, paying vendors, cutting checks, and accounts receivable and collections. The Sage MAS 90 Inventory Management module provides real-time reporting, so it is not necessary to do a physical inventory check every time they receive a customer order. Since parts come from England, real-time inventory has been a big help in determining which items are needed on an urgent basis for smoother distribution and better customer service.

### Rapid Learning Curve

Ease of use was a big factor in selecting Sage MAS 90. "We are working under such severe time constraints that we haven't had the opportunity for training on a new system," notes Lamott. "Fortunately, Sage MAS 90 is user-friendly, and we were able to learn it on our own without leaving the job for classes, even though we had never used it before."

### Customer:

**Xtrac, Inc.**

### Authorized Partner:

**DWD Technology Group**  
9921 Dupont Circle Drive West  
Suite 300  
Fort Wayne, IN 46825

### Industry:

Motorsport transmission distribution, engineering, sales, and service

### Location:

Indianapolis, Indiana

**Number of Locations:** One

**Number of Employees:** 8

### System:

#### Sage MAS 90

- System Manager
- General Ledger
- Accounts Payable
- Accounts Receivable
- Custom Office
- Inventory Management
- Library Master
- Purchase Order
- Sales Order
- Visual Integrator
- Microsoft FRx Desktop

### CHALLENGE

Addition of new business lines caused company to outgrow its initial Sage BusinessWorks accounting system.

### SOLUTION

Sage MAS 90 with complete suite of financial and distribution modules provides end-to-end business management, plus facilitates reports for parent in U.K.

### RESULTS

Total efficiencies improved by 50 percent; paperwork cut by 20 percent; parent can view financials remotely from England.

Xtrac, Inc., is experiencing dramatic improvements due to the migration to Sage MAS 90, according to Lamott. "Our efficiency has improved by 50 percent across the board, and we have easily reduced paperwork company-wide by 20 percent," she says. "We set up Sage MAS 90 so our parent can review our books remotely from England, which decreases the number of reports we need to send them. And speaking of reporting, we can run practically any report we want with the software. I save a day every month just on sales reporting tasks."

#### Value in Visual Integrator

One of the most useful features in Sage MAS 90 has been Sage MAS 90 Visual Integrator, a module designed to facilitate seamless integration between Sage MAS 90 and other business applications. It permits data export and import to any open-architecture source, without the need for an intermediate data file.

"Visual Integrator allows us to move data quickly and easily," says Lamott. "If we want to do a system-wide change, we simply export the data to a spreadsheet, make the changes we need, and then bring back the information as a CSV file. It's also relatively simple to create a backup file, in case inappropriate edits are made. The module has saved us enormous amounts of time, automating tasks that had to be done manually before."

Improved efficiency has resulted in a streamlined workforce. "Since migrating to Sage MAS 90, Xtrac, Inc., has doubled its customer base and total volume of business," Lamott says. "But the software is so efficient that we've only had to add one person in the office to handle the extra work."

Lamott jokes that her father would call Sage MAS 90 "the greatest thing since a pocket on a shirt." Sarah Goff, office administrator, compares the software to a great Xtrac, Inc. transmission in a racecar. "Load your engine with Sage MAS 90 and see how fast you speed through the pack," she says.

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