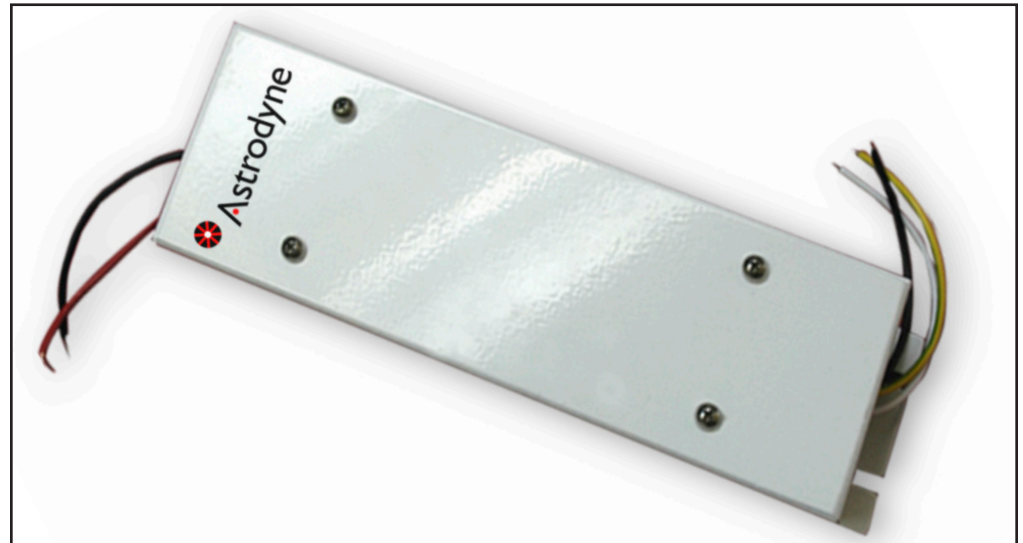


“We felt comfortable with The Fitzgerald Group from the start. We were impressed with the fact that they understood accounting processes in addition to their product knowledge.”

*—Lisa Gorman, Controller,
Astrodyne*



Implementing Sage MAS 200 and Partnering with The Fitzgerald Group Helped Astrodyne Grow Without Adding Costs

Industry

Manufacturing and distribution

Application Selected

Sage MAS 200 ERP

Key Issues that Led to a Need for a New System

- Legacy, DOS-based system
- Limited integration abilities
- Slow performance
- Unable to drill down into transactions

Results Achieved

- Business grew without additional costs
- Data can be used for sale trends
- Customized screens to improve data input efficiencies
- Having a partner who understands our business
- Determining creative ways of using the software
- Working with local consultants who are just a phone call away

When Astrodyne Corp. went looking for new software in 1999 to run its wholesale distribution enterprise, they knew it was time to replace their inflexible, DOS-based system.

“The reports were getting bigger and we started to have more frequent system crashes because of all the users on the system,” said Alex Pappas, Astrodyne’s VP of Finance and Operations. “It also was taking us longer and longer to close the books, thus causing inefficiencies, downtime and, ultimately, increased costs.”

So the company — which is dedicated to the design, manufacturing, delivery and support of innovative and cost-effective power solutions for worldwide applications

from its Taunton, Mass., offices — began searching for a flexible, high-quality software product that offered strong, local support.

What they found was Sage MAS 200 and The Fitzgerald Group.

Sage MAS 200’s expandability and easy-to-use interface, made it the logical choice for the growing company.

“Sage Software is a worldwide company and is financially healthy. We wanted to be sure we were working with software that would be supported for a long time,” said Alex. Lisa Gorman, Astrodyne’s controller, added, “We felt comfortable with The Fitzgerald Group from the start. We were impressed

“As our business continues to change, it is great to have The Fitzgerald Group as our partner. We spend time with them brainstorming creative ways to tailor the system to handle the changes in our business.”

**—Lisa Gorman, Controller,
Astrodyne**



with the fact that they understood accounting processes in addition to their product knowledge. We knew they would be there for us during the implementation and help us to set up the system to meet our objectives.”

“Once the software was installed and the implementation started there was little downtime,” said Alex. “We were able to work out an implementation plan with The Fitzgerald Group that gradually introduced new features and processes. This way our people could get used to the new system.”

With 30 users accessing their system for everything from data entry to report creation, implementing Sage MAS 200 at Astrodyne has made a tremendous impact on their business. “We are able to process more transactions in a shorter period of time. Our number of orders has quadrupled and we have been able to keep up with the demand,” said Alex.

“As our business continues to change, it is great to have The Fitzgerald Group as our partner. We spend time with them brainstorming creative ways to tailor the system to handle the changes in our business,” said Lisa. “With our old system, support was a voice on the other end of a phone line, with The Fitzgerald Group they can come to our office. We also have participated in their annual client

conference. It is a great way to meet other companies in the area using the same software.”

As Astrodyne continues to grow, there are plans for Sage MAS 200 to grow right along with it. The goal for 2003 is to integrate their Taiwan-based manufacturing site.

“When working with The Fitzgerald Group you get the feeling that they really love what they do. They have very little turnover and are definitely committed to long-term client relationships,” said Lisa.



Authorized Partner

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