## New Horizons Takes It Higher With Sage 500 ERP

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New Horizons is one of *Fortune* magazine's 100 fastest-growing companies, and named on Forbes' list of 200 best companies under $500 million.

### Clouds on the Horizon

As the new millennium approached, New Horizons faced several challenges. Each corporate-owned center used a different accounting package and handled accounts payable separately. Manual consolidation of financial statements had become an impossible burden as New Horizons pursued its strategy of buying back selected franchises. Leesa Dupree, financial analyst, was named project manager in the search for a new solution.

Dupree evaluated several mid-market and tier-one packages, looking for an intuitive, scalable system that was flexible enough to meet the tough demands of a fast-growing technology firm. She found the solution in Sage 500 ERP* and doc-link (integrated document management) software.

### Success on the Horizon

"We selected Sage 500 ERP because it gave us more bang for our buck," explains Dupree. She also felt that Sage 500 ERP was a good fit for New Horizons. "We were convinced that Sage would deliver real longevity in the marketplace."

*Sage 500 ERP was named Sage ERP MAS 500 when New Horizons Computer Learning Centers, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

**Customer**

**New Horizons Computer Learning Centers, Inc.**

**Industry**

IT Training

**Location**

Santa Ana, California

**Number of Locations**

280 sites in 44 countries

**Number of Employees**

1,200

**System**

**Sage 500 ERP**

- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- Business Insights Dashboard
- General Ledger
- Purchase Order



### Challenge

Growing tech firm seeks an intuitive, scalable system flexible enough to meet the expanding demands and reporting requirements of corporate and satellite offices.

### Solution

Sage 500 ERP, doc-link, and AP MICR.

### Results

Streamlined company consolidation and data flow; advanced reporting and analysis capabilities; quick "issue" identification and resolution; paperless processing of financial transactions.

New Horizons now uses Sage 500 ERP for all standard accounting functions as well as complex reporting. "It allows me to do in-depth financial analyses such as pricing analysis on all of our corporate-owned centers," comments Dupree. "We can prepare reports against our SQL database, which covers all our companies, and receive clear answers concerning our product mix and cash collection efficiency. Management is very happy with Sage 500 ERP because it's easy for us to roll up the numbers quickly."

New Horizons has experienced the greatest benefits in the area of company consolidations. "We no longer have to frantically fax between offices whenever an account looks off," Dupree says. "Now the controller at corporate can drill down and investigate for herself. This means speedier resolution of issues and better management overall."

Dupree saw additional opportunities for eliminating paper with doc-link from Altec, which integrates seamlessly with the Sage 500 ERP Accounts Payable module. All invoices now coming to corporate accounts payable are scanned and forwarded electronically to the learning centers for review. The controller in each center can approve, annotate, and return the invoice in a totally paperless process. The approved invoice image is booked into Sage 500 ERP and indexed into doc-link for permanent filing. Dupree also looked to the company's current printing solution provider, Altec, to provide the completely integrated Sage 500 ERP MICR check printing solution, AP MICR.

New Horizons' reseller worked hard to ensure that implementation went smoothly and trained Dupree's team to be self-sufficient so they can handle their needs in-house. Now whenever the company acquires a new franchise, Dupree can perform Sage 500 ERP implementations herself, including conversion of data from legacy systems and conducting end-

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>
> Leesa Dupree, project manager
> New Horizons Computer
> Learning Centers, Inc.

user training. Dupree says she appreciates the invaluable help of the customer support team. "With an intricate system like ours, it can be difficult to determine where glitches originate. During the implementation, our reseller worked closely with the Sage support group. Their professionalism was remarkable."

The decision to go with Sage 500 ERP and doc-link was definitely the right one, according to Dupree. "We have paperless processing of financial transactions and documents on the desktop. This is a strong, enterprisewide financial solution that meets the needs of midsized companies very nicely."

## About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: http://www.facebook.com/SageNorthAmerica and Twitter at: http://twitter.com/#!/sagenamerica.

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