



Client Success Story

Arxis Delivers Golden Solution For St. Tropez Tanning Essentials

Sage MAS 200 Brings True ERP Functionality

Company Name:

St. Tropez Tanning Essentials

Headquarters:

Santa Clarita, California

Industry:

Tanning Supply Distributor

Software Solutions:

Sage MAS 200 ERP

St. Tropez Tanning Essentials (St. Tropez) distributes quality tanning products to consumers and retailers, and has recently launched a successful line of spray-tanning equipment and accessories that it markets to tanning salons across the nation.

Pain In Comparison

For several years, the company had been making do with QuickBooks, compensating for the entry-level software's deficiencies by using spreadsheets and manual steps outside of the software.

Pashia Fischer, director of operations for St. Tropez, recalls the difficulties the company was experiencing when she was hired last year. "Our products have a shelf life, but QuickBooks didn't allow us to track the lot or serial numbers." In addition, the company has multiple warehouse locations, which QuickBooks does not support.

Albert Magdaleno, financial controller for St. Tropez, had his own issues with the software. "It was too easy to change a posted invoice and that concerned me," he notes.

Time For A Change

When St. Tropez was acquired by a UK-based company, the opportunity to upgrade to a more robust enterprise resource planning (ERP) software package presented itself. The parent company has used Sage Software ERP solutions for years, and recommended St. Tropez implement Sage MAS 200 ERP,

the North American equivalent of the Sage Software solution it was using. "Our parent company contacted Sage Software in the U.S. and Sage recommended Arxis, a Sage MAS 200 partner here in California," recalls Albert Magdaleno. "We met with them and felt very comfortable with their knowledge and their project management approach."

Arxis value-engineered the conversion, importing accounts receivable data and the company's item listing into Sage MAS 200 so

St. Tropez was able to be productive right away.

"The implementation went very well. Arxis was here with us every day, providing insight and one-on-one training. They developed custom forms to match some of the existing forms we were using which eased the transition quite a bit."



Challenge	Solution	Results
St. Tropez's entry-level accounting software lacked sophisticated controls, multi-warehouse capabilities, and kitting functionality.	Arxis Technologies, Inc. implemented a true ERP solution based on Sage MAS 200.	Credit card automation boosts cash flow. Multiple warehouse support, return processing, and kitting functions streamline workflows and reduce inventory variances.

About Arxis Technology, Inc. Since 1994, Arxis has been helping growing companies maximize their technology resources and investment. Over the years, we've worked with hundreds of small and medium sized businesses in a wide range of industries including wholesale, distribution, manufacturing, service, entertainment, and non-profit.

Streamlining Financial Reporting

Arxis set up the General Ledger module and account structure to mirror St. Tropez's parent company. "Now we can easily exchange financial data," says Magdaleno. "We're speaking the same language."

Processing Efficiencies

Credit card processing used to be a cumbersome manual process. The company's part-time bookkeeper would run the transactions twice a week. Using the Credit Card Processing module, credit card transactions are validated automatically, as part of the order entry process. "We get the money more quickly and with less overall effort," notes Magdaleno.

Returns used to be handled manually as well. Now, the Return Merchandise Authorization (RMA) module ensures each return is accurately and efficiently tracked from initial request through final resolution. "The software even credits the customers' credit card automatically when we receive a return," Fischer adds.

St. Tropez sells various tanning kits consisting of several of its products plus packaging materials and a label. The Bill of Materials module efficiently handles and accurately costs these kits, whether they are sold from stock, or assembled on-the-fly to meet customer demand.

Boosting Inventory Accuracy

Magdaleno praises the accounting structure of Sage MAS 200, especially regarding inventory

costing. The Purchases Clearing account shows the amount of inventory that has been received but not yet invoiced and is reconciled automatically when the vendor invoice arrives, ensuring the items are inventoried at the correct cost.

Fischer notes how much the accuracy of inventory counts has improved, "It wasn't unusual for our inventory variance to be as much as \$40,000. Now it's typically less than \$1,000."

Arxis set up one warehouse as a virtual warehouse to denote the location of the manufacturer that St. Tropez subcontracts with to produce and package some of its products. "We're able to transfer items between our

physical warehouse and the manufacturer, and we know exactly what products and quantities are in that manufacturer's warehouse," says Fischer.

Perfecting Sales Forecasting

As sales history is accumulated within the software, St. Tropez is capitalizing on this information to perfect its sales forecasting. "We can spot trends and plan ahead for our busy season," says Fischer.

Long-Term Partnership

"Arxis has been a great asset to us during the conversion and beyond," concludes Magdaleno. "They've provided us with a robust solution that can grow along with us."



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