

# Sage ERP MAS 200 / Beverage Manufacturer

## CLIENT SUCCESS STORY

### Client

Goose Island Beer Co

### Industry

Beverage Manufacturer

### Location

Chicago, Illinois

### System

Sage ERP MAS 200

### Challenge

Goose Island Beer began outgrowing the capabilities of its accounting software. It required sophisticated bill of materials functionality and multiple company features.

### Solution

A turnkey business management solution featuring Sage ERP MAS 200 scales to meet the changing needs of a growing manufacturer.

### Results

The MRP module cuts material requirements planning process by 50 percent. Generous precision in formula cost calculations ensures highly accurate costing. Lot tracking saves hours over manual system and supports good manufacturing practices.

## xkzero Brews Success for Goose Island Beer

“We enjoy the continuity of a single software publisher, and our ability to stay with our same trusted business partner.”

Goose Island Beer Co got its start in 1988 as a popular Chicago brew pub. The company, named one of “America’s 20 Best Breweries” in Food and Wine Magazine, has grown into a successful brewing operation, producing and distributing 62,000 barrels of beer a year to 15 states and the United Kingdom. The company has relied on Sage solutions and xkzero, a Sage Authorized Partner, for nearly its entire history.

“We started out using Sage BusinessWorks Accounting to manage the brew pub’s operations,” recalls Tony Flores, controller for Goose Island Beer, “and moved to Sage ERP MAS 90 when we opened our brewery and warehouse operations. As we continued to grow, xkzero recommended we upgrade to Sage ERP MAS 200 for its client/server platform, and we’ve used it for several years now. I believe in the product, and I trust xkzero.”

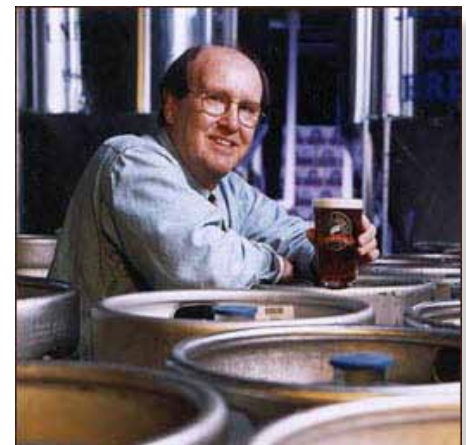
### Software Holds Recipe for Success

The Sage ERP MAS 200 Bill of Materials module holds the recipes for the company’s brews. The software’s ability to handle multiple units of measure, such as barrel, keg, and case, facilitates the company’s ability to manufacture, stock, and sell in the appropriate container.

The ability to calculate out to six decimal places of precision leads to a high degree of accuracy in cost calculations. Various ingredients that might be used in small amounts to produce a large batch are reduced into minute quantities when the cost per bottle is calculated. “That fine precision ensures our costs stay highly accurate during production,” explains Flores. “While rounding might result in a variance of only a few pennies, when you multiply that by tens of thousands of bottles, it becomes significant.”

### Production Planning Perfected

Recently, the company added the Material Requirements Planning (MRP) module to boost purchasing efficiency and perfect





**About xkzero**

xkzero has been focused on providing exceptional accounting information systems and services since 1988. Our staff is made up of technology and accounting professionals offering consulting, implementation, training, engineering, and ongoing technical services. With over 900 clients, xkzero is one of the largest Sage Software partners in the nation.

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its production planning process. Chris Anderson, supply chain manger at Goose Island Beer, is impressed with its capabilities, “We run the MRP report once a week and make our purchasing, production, and scheduling decisions based on the information it provides. Before MRP, I used a series of spreadsheets to get similar information. By eliminating the maintenance of the spreadsheets, I’ve cut the time I spend on the process in half. It’s a very powerful tool.”

**Lot Tracking**

With the help of xkzero, the company recently began tracking all of its products by lot number. “Good manufacturing practices—and our major customers—demand the kind of traceability that lot tracking provides. This capability is built into the Sage ERP MAS 200, so it was easy to implement,” reports Flores.

Previously, this tracking was performed manually using spreadsheets. When the company tested its ability to trace a case or keg of beer back to its source, Flores says it took three people three hours. In Sage ERP MAS 200 the same trace takes less than five minutes.

**Powerful Reporting Tools**

Flores often relies on Crystal Reports® to help him easily produce complex reports which draw from multiple files across modules. “We design a lot of sales analysis reports to show product sales by market,” explains Flores. “We can look at the seasonal sales of different beers, what states

they’re selling in, or how many cases were sold in a certain area. The software gives us a lot of flexibility to see our data from different angles.”

**Flexible Multi-Company Financial Statements**

The company’s organizational structure has changed over the years as it formed new business entities representing its brewery, a second brew pub, and a handcrafted soda company.

Flores appreciates the multi-company capabilities within Sage MAS 200 that easily support such a structure, “We are able to analyze each business unit separately or combined to give us a picture of the health of the whole organization,” explains Flores.

**Clear Upgrade Path**

Goose Island Beer has relied on Sage solutions and xkzero for most of its history—what keeps the company so loyal?

“We have a real comfort level,” explains Flores. “We know xkzero is looking out for our best interests—they’re smart and highly capable. And Sage provides a growth path for us that gives us no reason to switch.”

If its current growth continues as expected, Goose Island Beer Company will migrate to Sage ERP MAS 500 within the next few years to take advantage of the opportunities presented by the SQL database and .NET capabilities.

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