



MAS 500

CUSTOMER

Network Music

www.networkmusic.com

CORPORATE PROFILE

Headquarters

San Diego, California

Type of Business

Music production licensing and Promotional CDs

Number of Locations

One

Number of Employees

80

SYSTEM PROFILE

Computer System

- PCs networked with Microsoft SQL Server
 - Microsoft Windows NT
- Users on system: 70

MAS 500 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- eExecutive
- General Ledger
- Inventory Management
- Multicurrency Management
- Purchase Order
- Sales Order

MAS 500 Brings Sweet Sound of Success to Network Music

Most Americans hear a production of Network Music at least ten times a day without realizing it. The mesmerizing rhythm that draws you into watching a documentary. The commercial melody you catch yourself whistling. Even the “ka-ching” on the radio when a contestant answers correctly. All these sounds come from Network Music, one of the largest music libraries in the world with over 200 CDs containing 2,000 original compilations recorded in the company’s studios. It also creates custom Private Label CDs with logos for corporate premiums and promotions.



Out of Tune

Network Music was so focused on recording that it neglected to hear the calls to upgrade its information technology. Its trusty 15 year-old system couldn’t deliver the sophisticated management reports that were becoming increasingly essential to the company’s success. Reports were produced manually with a spreadsheet and a secondary database. Data had to be entered twice. Staff members rose up in

chorus and demanded an up-to-date system of networked PCs.

In Tune for Success

The firm upgraded to Microsoft Windows NT, gave everyone new desktop computers, and opted for the best accounting package they could find.

Ron Helms, Network Music’s CFO, chose MAS 500, “I’m an accountant,” he said, “so I understand precisely what a good software package needs to do. MAS 500 had everything we wanted.”

Because the entire system was being upgraded, Network Music’s finance group

CHALLENGE

Replace labor-intensive, out-of-sync system with an integrated system that has the intelligence and power to synchronize the various components of the music licensing business.

SOLUTION

MAS 500 financial and distribution solutions.

RESULTS

Streamlined automation and seamless data flow; Improved efficiency and accuracy; Reduced processing times; Exceptional real-time reporting capabilities; Easily adapts on demand; Ample room for growth.

“MAS 500 has the horsepower to keep growing with us, gives us the reports we need to stay focused, allows us to make changes on the fly, and helps us stay ahead of the market.”

Ron Helms
CFO
Network Music

had to learn the software and new hardware simultaneously. The Windows-based operating system made it easy for them, as did the intuitive user interface.

“One of the immediate benefits is the ability to create management reports in a real-time accounting environment,” commented Larry Anderson, vice president of marketing. “Before, reports were done manually and took as long as 45 days to prepare. Now we can extract any data we want, whenever we like.”

The open architecture of MAS 500 also pleases Network Music. “Our in-house programmer wrote a Contact Manager program for us to maintain customer information,” says Helms. “This was easily linked to our MAS 500 financial reporting system, thanks to the system’s Visual Tools,” says Helms. Now salespeople can create orders in the Contact Manager, and the information is automatically linked to order entry. Automated order entry dramatically cuts down on processing time and errors.

Helms describes how an account executive might be talking on the phone with a prospect who wants to try out a sound effects package. The executive can pull up an electronic order form, fill in the appropriate billing and shipping information, specify volume numbers, and turn the customer into a client, all without ever leaving their desk. The order then goes

directly to the credit department and on to the vice president of sales for approval. Upon receipt of credit verification, the entry becomes a sales order.

“We like the fact that MAS 500 is so flexible,” adds Anderson. “The music licensing process is extremely complex, and things change all the time. With our old system it was very labor-intensive to accommodate updates. But the system has created a seamless environment, so that a change gets made only once.”

E-commerce is next on the agenda for Network Music. When customers download music from the Web, data will be sent directly to the MAS 500 order entry module. The system will send an electronic invoice, post the credit card payment and track the transaction history. Internet delivery (and related electronic reimbursement) means that Network Music’s offerings will be instantly available to television, radio and other multimedia producers around the globe, without requiring physical shipment of a tape or CD.

“Based on everything we’ve seen so far, MAS 500 is definitely the best package for Network Music,” says Helms. “It has the horsepower to keep growing with us, gives us the reports we need to stay focused, allows us to make changes on the fly, and helps us stay ahead of the market.”



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