



“Karen is about getting you what you need. She’s kind of a bulldog about that. She won’t stop until she has an answer for you.”

Dowdy’s Sales and Service company finds MAS90 with Micro Business Systems support the best fit

The Problem:

Brad Dowdy’s company sells parts and builds and repairs equipment for the dairy industry. They engineer and design new equipment for clients both locally and overseas. Costing out the price of the product is a major issue. Steel and fuel are commodities whose prices can fluctuate daily. How do you set a price that is fair for the customer but will still provide the appropriate profit?

MAS90 is a powerful accounting tool but it was not able to give Brad the latest cost basis for his quotes. “That is where the problem comes because you’re used to doing business a certain way. The program should fit your needs instead of you fitting the way it works.”

The Solution:

Karen of MBS proposed a service plan that included a specification for custom programming. The objective was to make the quote system automatically use the last cost of an item as the basis for the markup. She then hired and managed a programmer to write it.

“Without that modification the MAS 90 Program was way off. But now, with Karen’s custom features, it keeps our pricing up to date and we can do business profitably. If you don’t know your costs, you don’t know whether you’re making money or not.”

What would Brad say about Micro Business Systems to another company?

“If MAS90 can meet your needs, Karen can help you customize it for your company. You should definitely go with Karen, that’s a no-brainer.”