

Client

Card Imaging
cardimaging.com

Type of Business:

Plastic card printing
systems and services

Number of Locations: 1

Number of Employees:

15

AccountMate Users on System: 15

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Control
- Purchase Order
- Sales Order

“As far as the conversion from Sage ProSeries, there was never a hitch. Never a hiccup. The AccountMate product is solid.”

– Bill Rajki,
President, Card Imaging

Migrating from SagePro ERP to AccountMate: Data Conversion is Smooth and Secure for Card Imaging

Founded in 1984, Card Imaging is a leader in providing plastic card printing systems, including secure card printer/encoders, materials, software and printing services.

Being in business for over 35 years, Card Imaging has sold more than 10,000 systems in the US and abroad. This Chicago-based company provides card issuance systems that reduce the potential for loss of time, money and lives by continually improving ease of use and security of identity credentials.

Card Imaging's systems create personalized cards for physical access, information, and transaction security for a wide variety of applications and industries including facility membership, education, law enforcement, transportation security, hospitality, gaming, recreation, and customer loyalty programs.

The Challenge

For years, Card Imaging had run their business using the now unsupported SagePro ERP [formerly SBT Accounting Systems]. When the SagePro software no longer supported current versions of Windows, it was time for them to find a new accounting solution. The current system was crashing routinely and adversely impacted employee performance and the operation of the system.

Owner and President, Bill Rajki's primary objective was to have his company's financial system converted from SagePro to another mid-market accounting solution without causing disruption for his employees and business.

The Solution

To solve these issues the company investigated other mid-market financial software products. Bill Rajki was especially concerned with how long the conversion from SagePro to another system might take and the impact it might have on his organization and customer satisfaction.

After diligent investigation of accounting software vendors, Bill talked with Tim Olson of Accounting Software Advisors, Inc. in Plainfield, Illinois. Tim impressed Bill with his prior experience of having converted data from SagePro to AccountMate Software. Tim carefully and methodically explained the process he would use for conversion and where they might leverage Card Imaging's employees to work through any issues. Tim was especially conscientious about solving problems rather than simply selling his customer a software product. Tim gained Bill's confidence with his experience and assurances that the AccountMate system would be a perfect match to keep the company finances in order and help them to anticipate growth.

With Accounting Software Advisors' recommendation of AccountMate Software, Bill and his team were anxious to get the conversion underway. Within two weeks, the plan of converting over existing data and the entire implementation was complete. According to President Bill Rajki, they “flipped the switch and it worked.”

AccountMate Software is highly customizable and can be tailored to the way a company expects to do business. In the case of Card Imaging, after analyzing some of their old SagePro modifications, they found that most were no longer needed. In its basic form and function, the AccountMate system worked well to meet their process requirements. The only streamlining made to their new AccountMate system was use of item specifications. This allowed order entry people to select one ribbon part number and assign multiple cost and color specifications without having to create separate part numbers. Bill was glad to see that this could be done easily. He summed up

his satisfaction with the entire conversion process by declaring, “Tim did it! He knew SagePro, SBT, and AccountMate so he was able to do a cross-over.”

After a relatively short learning curve, all employees were efficiently working within the AccountMate system. Moving forward, if there ever should be a customization request, Card Imaging employees know they can turn to Accounting Software Advisors for reliable support.

The Result

Now 100% of the Card Imaging employees do their jobs using the AccountMate Software system, including those working in the repair area, inventory, accounting, order entry, and customer service groups. They now feel confident about their accounting software. According to their owner, “There’s never a hitch. Never a hiccup. Nothing crashes. The AccountMate product is solid and always in balance. Using this as a basis and with a good integration partner like Accounting Software Advisors, everybody is happy.”

This conversion and ease of using AccountMate has enabled Card Imaging to have the business infrastructure in place to support its current and strategic goals for the future.

Tim Olson of Accounting Software Advisors has worked with Card Imaging for three years and understands just how

important inventory quality and customer service is to them. According to Tim, “they needed a change from SagePro and expected good results with the AccountMate system without a lot of extra effort. They were very pleased with the seamless conversion process and ease to learn the new finance system.”

About Accounting Software Advisors

Accounting Software Advisors have been supporting clients in the small- to mid-range accounting space since 1987. They have been an AccountMate Elite AccountMate Business Partner and an AccountMate Solution Provider since 2006. Tim Olson and the Accounting Software Advisors team can be reached at accountingsoftwareadvisors.com.

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or www.accountmate.com.

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