

## Client

Mr. Z's Fundraising

## Type of Business:

Provides a vast selection of pre-packaged or bulk food products, merchandise and subscriptions to fundraising groups throughout the United States.

**Number of Locations:** 1

**Number of Employees:**  
50

**AccountMate Users on System:** 5

## AccountMate Modules:

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

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– J. C. Braga,  
Controller, Mr. Z's  
Fundraising

## Fundraising Firm Doubles in Size Overnight Leveraging AccountMate Software

Located on the western peninsula of Lake Michigan, Mr. Z's Fundraising provides a vast selection of food products, merchandise and subscriptions to fundraising groups throughout the United States. Since 1974, Mr. Z's has helped thousands of non-profit organizations raise millions of dollars.

### The Challenge

Mr. Z's was evaluating financial management solutions to find one that would support their existing fundraising order entry and fulfillment program, and process their accounting data in real time. At that time, Mr. Z's partnered with NexLAN, an AccountMate Elite Business Partner, and selected AccountMate Software as their business solution based on its flexibility for integrating to their existing fundraising software.

Using AccountMate to solve their core accounting requirements and their fundraising software to handle their order entry and fulfillment needs, Mr. Z's was "completely satisfied with the integration of the two software systems", says J. C. Braga, Controller, Mr. Z's. For several years following the installation, business processes were handled seamlessly and effortlessly.

Suddenly, Mr. Z's experienced a dramatic shift in business with the acquisition of a larger competitor. With business and accounting transactions doubling overnight, Mr. Z's needed a financial solution that would support their new business model and replicate the functionality of the complex commission payout structure that their new sales associates were previously accustomed. "We suddenly needed a business solution that would grow with our company and solve our commission payout challenge," says Braga.

### The Solution

Immediately after their latest acquisition, Mr. Z's contacted NexLAN regarding the scalability of the existing AccountMate installation. "We're used to clients contacting us to reflect business changes into their financial management systems—that's what we do—but we don't get calls every day about a business doubling in size. Fortunately, we do get them occasionally, and I was confident we'd be able to meet the challenge", says Dave Pettigrew, NexLAN Senior Systems Analyst.

NexLAN quickly determined that AccountMate's inherent multi-company features and use of Microsoft SQL Server as a database provided the scalability to meet Mr. Z's new business requirements right out of the box. The company they purchased was thus added as an additional company with its own chart of accounts and separate user security. This enabled Mr. Z's to manage two separate business entities with the same accounting and financial solution, ultimately producing a seamless company interface and saving them employee training time and money.

Another acquisition hurdle faced by Mr. Z's was the challenging employee compensation payout issue. Commission calculations and reporting were time consuming, manually generated and often inaccurate. To handle the complex commission calculations, NexLAN leveraged the existing AccountMate logic which determines commissionable sales based on payments received to develop a custom commission reporting system. This did not require modifications to the core AccountMate software so future upgrades will be seamless. Additionally, the customized reporting system eliminated manual complex commission calculations.

## The Results

After working with NexLAN to implement these out-of-the-box solutions, Mr. Z's accounting and financial reporting processes have significantly stabilized. Adds Braga, "without AccountMate software, our company couldn't function. This program has given our company a solid foundation to grow our business." While literally doubling the size of its business overnight, Mr. Z's quickly assimilated the new operation with no expense in additional accounting software or personnel training in the financial management systems.

Development of a commission calculation and reporting system that satisfies their unique requirements has replaced hours of monthly manual commission calculations with minutes of report generation. "We've eliminated the inaccuracies and saved a ton of time calculating commissions, forecasts and percentages", says Braga. The net result is that Mr. Z's has completely integrated their recent acquisition as a successful business unit.

## About NexLAN

NexLAN is recognized as a leading technology partner in the Midwest, with a client list spanning Fortune 500 clients to locally owned small businesses. NexLAN is honored to have been recently selected as one of eleven Killer VARs selected by Accounting Technology for 2005 and has been recognized as the top AccountMate business partner in the Central U.S. Region for the past two years. NexLAN is a Microsoft Certified Partner and AccountMate value-added-reseller specializing in network support, mid-tier manufacturing/ accounting solutions and custom software development. For more information contact [www.nexlan.com](http://www.nexlan.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](http://www.accountmate.com).

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