



## CUSTOMER SUCCESS STORY

**CUSTOMER**

MAB Paints

**INDUSTRY**

Paint Manufacturer/Distributor

**HEADQUARTERS**

Broomall, Pennsylvania

**NUMBER OF LOCATIONS**

150+

**NUMBER OF EMPLOYEES**

800

**SYSTEM**

Sage Abra HRMS

**MODULES IN OPERATION**

- Abra HR
- Abra Payroll
- Abra Train

## Sage Abra Delivers Full-Spectrum Solution for MAB Paints

Over a century ago, Michael A. Bruder opened a small paint store in South Philadelphia. Since then, Mr. Bruder's son, and now his grandsons, have grown the company into a thriving operation employing more than 800 people. MAB Paints now operates 150 stores in 15 states—manufacturing and distributing its quality paints from three manufacturing facilities and four warehouses.

**Primed And Ready**

The company switched its accounting and operations software from a proprietary mainframe system in 1994, and selected Sage Abra HRMS as its new payroll and HR solution. Frank Burns, controller at MAB Paints since 1970, says the decision was a wise one and the company has never considered another solution, "We've yet to see a payroll or HR issue that Sage Abra cannot handle."

**Full Coverage**

Over the years, MAB Paints has acquired several related enterprises. Burns is impressed that the company did not

need to buy any additional software to accommodate the new companies. Sage Abra supports any number of tax entities—tracking taxes and employee data separately. "As our business has changed, Sage Abra has been flexible enough to change with it," says Burns.

Along with new acquisitions came a rapid and significant increase in new employees. Sage Abra handles the growth with ease, processing payroll for 800 as adeptly as it did 80.

With operations in multiple states, MAB Paints must be vigilant in complying with various taxing jurisdictions. Sage Abra makes compliance easy, handling MAB

**CHALLENGE**

Replace a proprietary mainframe system with a state of the art payroll and HR solution.

**SOLUTION**

Sage Abra HRMS provides a complete payroll and human resource management solution that handles the company's needs with ease.

**RESULTS**

Sage Abra easily keeps pace with the rapid growth of the company. Savings resulting from efficiency gains rapidly covered the cost of the software and hardware.

*"We've yet to see a payroll or HR issue that Sage Abra cannot handle."*

—Frank Burns  
Controller  
MAB Paints

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



Paints' multi-state operations expertly. Automatic quarterly tax table updates ensure that current rates are always used.

Hourly employees who work in the company's stores clock-in and clock-out using the stores' point-of-sale system. The timeclock data is imported into Sage Abra during each pay cycle. This eliminates the need to manually enter hours for hundreds of employees and ensures that payroll is ready on time, every time.

### Rich Feature Palette

Under its old payroll system, MAB Paints used preprinted check stock to generate checks for each of its employees. With Sage Abra, the company uses blank check stock, realizing a tremendous savings. Burns reports that the company paid for Sage Abra plus their new hardware purchases in less than two years with the savings. Convenient automatic signature printing, protected by multiple layers of security, means that checks are ready to issue, right from the printer.

The efficiency Sage Abra brings to the hectic year-end reporting and filing process keeps operations firmly on track. MAB Paints ran its last payroll of the year on Thursday, December 29. On Friday, payroll staff printed W-2's, 940s, 941s, and State Unemployment reports, completing year-end processing by the end of the day. The company was ready to go on Monday morning, January 1.

"I appreciate Abra's flexibility; we can do virtually anything with the software," explains Burns, "Perhaps more importantly, we can undo virtually anything."

MAB Paints has a weekly payroll of about 600 hourly employees, and a monthly payroll of about 200 salaried staff. Burns

says his staff starts payroll processing on Monday afternoon, and the entire process is complete by Tuesday. About 75 percent of MAB Paints' employees take advantage of Abra Payroll's direct deposit feature, which supports an unlimited number of distribution accounts per employee. Direct deposit is a convenient way to pay employees who work in the stores and warehouses, and it saves those employees a trip to the bank on payday. "Abra handles direct deposit beautifully," says Burns, "It produces the file in a bank-compatible format and we send it electronically. It's done, and done right, in minutes."

### Cohesive Solution

Sage Abra provides a comprehensive human resource management solution for MAB Paints.

In addition to the Payroll and HR modules, the company uses the integrated Abra Train module to track its employee education program. It allows the organization to maintain a list of required courses, schedule reminders about upcoming classes, and will automatically remove a course from an employee's list of required courses once it's successfully completed.

Sage Abra's seamless database means MAB Paints' staff has a single point of reference for all employee-related information.

On Time As Promised, is MAB Paints' service commitment to its customers. In Sage Abra, the company has found a solution that helps it honor that very commitment with its employees.