

A CASE STUDY BY OATES & COMPANY



Oates & Company

Lazar Industries Gains Confidence and Accuracy with Sage 100



Lazar Industries Manufacturing & Design Benefits of Partnering with Oates & Company

- Defined set of business processes
- Program functionality
- Peace of mind in software
- Increase productivity
- Support & training
- Clear set of expectations

“It’s a Win Win to
Work with Oates &
Company and Sage
100.”

—**Jeff Sims**

*Chief Financial Officer of Lazar Industries
Lazar Industries.*

Lazar Industries is a privately held corporation, originally founded in 1983 by Barry and Rochelle Lazar. Lazar Industries is committed to producing the highest-value products available, while remaining a step ahead of the competition in design, fashion, comfort, and quality.

The size and the strength of their workforce allows them to ship high quality, custom-made upholstery and provide innovative solutions for some of the most prestigious properties in North America and abroad. Developing and manufacturing upholstery seating for guestrooms, suites and public space for many brands, including: Westin, Mona Surfrider, Waikiki, Hawaii. Lounge chair, ottoman and side chair.

Part of Lazar Industries bi-coastal locations, includes their recently remodeled High Point Market home, a 10,000-square-foot location in the International Home Furnishings Design Center. With having such large customers Lazar develops and manufactures upholstery seating for guestrooms, suites, and public spaces for many famous Hotels, Casinos, Airports and are carried by over 250 dealers.

Lazar Industries must have a business software solution that is reliable, fully accessible, customizable and most of all user friendly.

Jeff Sims, current Chief Financial Officer of Lazar Industries, started working with Chris at Oates & Company in 1993 when he worked for his previous employer. Jeff was responsible for a variety of operations from all angles. The current system did not fit the distribution operation they needed. After sitting down with Chris and meeting many times, Chris documented and addressed their needs and developed their system.

Jim Simms stated, "Before using Sage 100 provided by Oates & Company, our network would go down at least three times a week and our in-house programmer would fix the issues, which was very costly!" "Since our implementation, our productivity has improved!"

Due to Oates and Company boundless work effort Sage 100 was up and running after just one weekend. Chris at Oates and company was able to download all of the old software and data.

Chris did all the legwork and transferred data in just one weekend to get the system started.

When Jeff Sims joined Lazar Industries as Chief Financial Officer and started using their current system, he observed several problems.

There was conflict with their in-house program losing functionality, visuals for customer orders, and plan management.

With Lazar Industries having two plants spread bicoastal, when the system goes down both coasts are affected and operation is completely shut down. After already having an established relationship with Oates & Company, when Jeff joined Lazar Industries and observed the issues they were having with their current system, he knew he needed to contact Chris to evaluate and seek other options.

After Lazar Industries chose Sage 100 provided by Oates & Company, their implementation was up and running by Monday morning with Chris's help.

In the following months Chris and the support team at Oates & Company was there to train customer service, the accounting staff, teach invoicing, and support all of our needs. Jeff states, "There was no rock left unturned, it was the smoothest transition I've ever gone through in my life"

Using Sage 100 provided by Oates & Company ensures accuracy! "Sage 100 provides us with the ability to be confident, before we had to double check our numbers and now we save time, I can trust the numbers, which save time and allows me to focus on other areas."

Oates and Company provides a knowledgeable and professional support staff. Jeff Sims mentioned, "They are great trainers, after our first implementation I was able to generate many valuable reports including our financial information, sales, product analysis and marketing groups!"

Working with the support staff at Oates and Company has allowed the employees at Lazar Industries to understand what goes on inside the modules and how the system works. There is no more guessing!

"There Was No Rock Left Unturned, it was the Smoothest Transaction I've Ever Gone Through in my Life."

—Jeff Sims

Chief Financial Officer of Lazar Industries
Lazar Industries.



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