

Success Story

Cambio America

Cambio America provides upscale, sophisticated apparel for women with styles ranging from contemporary to timeless. Their quality collection of jeans, trousers, knitwear and tops can be found at Saks Fifth Avenue, Nordstrom and nearly 1,100 fine specialty stores nationwide.

Old System Going Out of Style

Cambio discovered that their old software application became increasingly difficult to use as the business grew and product lines expanded. Because it lacked the ability to effectively handle attributes such as style, cut, fabric and color, an inventory number was required to track each attribute separately. In order to determine the on-hand quantity of a single style in various colors, multiple reports were run, manually manipulated, and merged into spreadsheets. In addition, order entry was unduly complex, inefficient and prone to error because a separate line item was entered for each attribute. When newly hired CFO, Michael Swartz, came aboard he remembers, "Things were totally inefficient. Order entry took forever, inventory reports were completely unreliable and I knew there had to be something better out there." As such, the first order of business was to implement a new software system that would help them become more efficient.

Trying MAS 500 and the ISA Fashion Matrix on for Size

Enlisting the guidance of a local business software provider that took the time to analyze operations and recommend an appropriate solution, Cambio discovered the ISA Fashion Matrix which is designed exclusively for Sage MAS 500; Sage Software's market-leading accounting application for small and medium-sized companies. The ISA Fashion Matrix builds on that foundation by adding apparel and footwear-specific functionality to deliver the best of both worlds for fashion and accounting.

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INDUSTRY

High-End Fashion Apparel

HEADQUARTERS

New York, NY

OTHER INFORMATION

Products carried in over 1,100 Specialty Stores Across the U.S.



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Cambio America

A Much Better Fit

Today, Cambio's new system fits like a comfortable pair of jeans. "Once our local software partner got MAS 500 up and running, the ISA Fashion Matrix was a simple snap-on," states Michael. Because the ISA Fashion Matrix can assign multiple attributes to a single style, no longer are several reports and manual spreadsheets required to determine what to buy and what to sell. On a daily basis, Michael runs the "Open to Sell" report to determine what's available in stock, what's coming in on purchase order, what was sold and what's available to sell. He relies on this report to communicate with his sales team and strike a balance between moving product and selling more than they can deliver in a timely fashion which can lead to unhappy customers. He also emails this report directly to some of his top customers to help with their buying decisions. Best of all, Michael states, "This used to be a manual process and took 2 hours everyday piecing data together from multiple reports to get the information I needed. Now a single report that contains everything I'm looking for is automatically generated by the system and waiting in my email inbox when I arrive each morning."

Not only is reporting more accurate and reliable, order entry efficiency has improved exponentially with the ability to enter a style in various colors and sizes on a single line item. Michael adds, "We used to have a full-time employee entering orders all day. With the simplicity of the ISA Fashion Matrix, we were able to cross-train one of our logistics employees to handle orders and reduced overhead labor by \$80,000 annually."

Alerts That Are "Tailored" to Operations

Because Cambio relies on a Third Party Logistics Warehouse to manage inventory, the MAS 500 email alerts help Michael and his team maintain the highest level of customer service. If a PO is received short, an order is shipped late, or an overzealous sales person sells more than they have on-hand, an alert is triggered in the system and a detailed message is automatically emailed to the appropriate personnel. Michael adds, "We determine the appropriate action and quickly notify our customer. They appreciate how proactive we are and we avoid losing the sale."

Michael closes in saying, "The ISA Fashion Matrix has helped us become far more efficient, significantly reduced our overhead costs and provides me with reliable reports to make better decisions."

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- Michael Swartz, CFO
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Information Systems Architects, Inc.
212 King Street West
Suite 400
Toronto ON M5H 1K5

www.e-isa.com • (877) 591-6711



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