

## SUCCESS STORY

### The Challenge ...

New Way Irrigation's business was unable to grow until they were able to make better decisions by getting control on what was happening within the company.

### The Solution ...

Asyma implemented Sage Accpac ERP to streamline business operations and customize reporting functions which resulted in better decision making and increased revenue.

### The Results ...

The implementation of the new system allowed both New Way Irrigation and New Way Motor Sports to efficiently manage their businesses by controlling their inventory and maximizing their operating time.

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New-Way Irrigation Ltd. Designs has been selling, installing and servicing quality new and used irrigation systems on large grade farms and feed lots since 1978. They pride themselves on excellent service and superior performance. Furthermore, New Way Motor Sports, sister company to New Way Irrigation Ltd. Designs was assembled in 2005 and sells motorcycles to motor sports enthusiasts. Both companies provide value services and deliver a trusted product.



### A Stormy Start

As New Way Irrigation Ltd. Designs' business grew, they realized the need for an agricultural specific accounting solution that would allow them to streamline office operations through inventory management and a fully integrated reporting system. The primary goal was to get control on what was happening in the company. "Until year end, we didn't really know how successful the year had been short of looking at the balance in the bank and making a guess." reports Scott Mills, Accountant for New Way Irrigation Ltd. With high inventory shrinkage, obsolete purchase history, an unreliable billing system and several manual spreadsheets, the challenge of running day to day operations had become unmanageable. It was clear to New Way Irrigation that they needed a better system.

### Asyma Lays the Foundation for Success...Twice

New Way Irrigation Ltd. Designs turned to Asyma for the help they needed. They were familiar with Asyma as they had been receiving technical support from them for their outdated DOS system. Asyma not only displayed a complete understanding of the challenges New Way was facing but presented a comprehensive plan that met their very specific needs. Asyma began the process of converting their system to the new solution, *Sage Accpac ERP*. Asyma implemented a cost effective solution for processing orders by creating custom reports for invoicing, payroll and order entry. "The financial guessing game that we used to play was no longer an issue. We are now able to see the big picture and make educated decisions to grow our business and effectively manage operations." stated Scott Mills. The new system also provides an effective way of looking at customer history to diagnose new challenges New Ways client's faced. "When a client calls us now with a problem we are able to immediately pull their history which helps us to effectively diagnose their situation and give them better service all the way around."

A few years after the first software implementation, New Way Irrigation expanded their business by opening New Way Motor Sports. Once again, New Way turned to Asyma for help. New Way Motor Sports was ready to purchase a system designed specifically for the Motor Sports industry but turned to Asyma

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## New Way Irrigation & New Way Motor Sports

### Company Profile

**Type of Business:**  
Irrigation & Motor Sports

**Headquarters:**  
Lethbridge, Alberta

**Other Locations:**  
Brooks, Alberta  
Taber, Alberta

**Other Information:**  
38 Employees

### System Profile

General Ledger  
Accounts Receivable  
Accounts Payable  
Order Entry  
Purchase Orders  
Inventory Item Number  
Payroll  
EFT for Payroll

**sage**  
software

Authorized Partner

first to see if they could maximize their resource with software already in place for the irrigation business. New Way had over 1 million parts in inventory, spread throughout three different locations, with multiple currencies. Asyma ran at full speed as they implemented the same system, *Sage Accpac ERP* to revve up New Way Motor Sports' operations. With this new software New Way eliminated the manual entry of parts which resulted in an error free receiving process. Asyma was able to create a customized label function that assisted when receiving parts and ultimately sped up the inventory process and was a tremendous help in locating and distributing parts ultimately saving New Way hours of operating time.

### Harvesting Results with Asyma & Sage Accpac ERP

Once overwhelmed with unaccounted parts, no access to customer history and obsolete inventory control, New Way Irrigation & New Way Motorsports has since flourished. They are now able to seamlessly manage their businesses by controlling inventory within one solution. New Way has integrated receiving reports with their distribution process resulting in streamlined operations saving the company huge amounts of time and money. “A receiving system that used to take multiple people several days to process now takes only minutes. The accuracy of our new system allows us to value and track parts properly and run both businesses effectively.” reports Scott Mills.

“Asyma’s service has been excellent as well,” recalls Scott, “One evening we lost all of our data right before month end. Asyma came out after hours and got everything up and running without any downtime.” “One of the things I appreciate most about Asyma is their willingness to help. It does not matter who picks up the phone, I am always able to get an answer and not have to wait for someone to get back to me. They really operate as a fully functioning team.” As New Way continues to grow, Asyma will continue to meet their changing needs. In the near future, they are looking to implement a POS solution to help them with their job costing in hopes that it too will allow them to save time and money and improve the service that they are known for.



Asyma Systems Ltd. are management and technology consultants who are committed to helping your business and organization succeed. We help companies by providing innovative, sound and proactive professional advice, products and services to enhance the financial well-being of your organization. We provide this using available technology, management procedures, and processes to your benefit at all times.

We believe in win/win relationships on all projects. If the benefit to you cannot be shown to outweigh the cost, we will not proceed.