

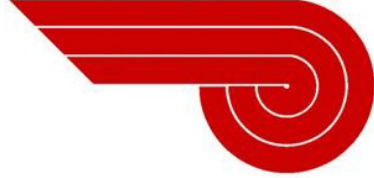


Sherwood Systems Case Study

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M & R TRUCKING, INC.



M & R Trucking, Inc. is a privately owned oil and gas trucking and storage service company based out of Farmington, NM. Working primarily with natural gas as well as oil, M & R Trucking services include hauling and storage of these resources. They have been in business for 31 years and employ about 150 people at their two locations in New Mexico and Colorado.

SITUATION

Back in 2006, the oil and gas industry was booming and M & R Trucking was experiencing growing pains to keep up with the increase in business and volume. They had Microsoft Dynamics® GP in place for their accounting solution, but were not utilizing it the way they should and could have been. Their financial reporting and analysis was manual and extremely time consuming. They utilized numerous Microsoft Excel spreadsheets, leaving them with too much data to track and not enough resources to keep the information up to date. They were also pulling incomplete data that included revenue from each truck, but left out the expenses. This didn't provide a true Profit and Loss (P&L) Statement for M & R Trucking, and they needed data that would create an accurate snapshot of their business in order to truly benefit from the industry boom. M & R Trucking was struggling with haphazard data pulls and didn't trust the system and processes they had in place. They needed help in leveraging the right capabilities of Microsoft Dynamics GP for their business...and fast!

"Sherwood Systems is always accessible when we have questions or need specific training. Sherwood also knows what enhancements are available and ensures we keep our Microsoft Dynamics GP solution up to date."

Cherise Brown, Financial Administrator
M & R Trucking, Inc.

"Sherwood Systems has written integrations to upload our invoicing data from Microsoft Dynamics GP electronically to each of our vendor's systems. This alleviates us from having to key hundreds of invoices in both places."

Cherise Brown, Financial Administrator
M & R Trucking, Inc.

SOLUTION

M & R Trucking contacted Microsoft soon after Cherise Brown joined the company as their financial administrator in July of 2006. Microsoft suggested Sherwood Systems as the right partner to assist in proper implementation and training of their Microsoft Dynamics GP solution. M & R Trucking needed help quickly and Sherwood Systems was a great fit for them from the start, helping them get the basics in place so they could continue to keep up with the fast pace of their business.

Sherwood Systems met with M & R Trucking for a thorough review of what they needed help with, and to define their specific business needs. Training classes soon followed and Sherwood Systems walked M & R Trucking through the basics of Microsoft Dynamics GP. Cherise says, "Sherwood Systems is always accessible when we have questions or need specific training. Sherwood also knows what enhancements are available and ensures we keep our solution up to date."

M & R TRUCKING, INC.

Organization Size: **150 employees**
Software and Services: **Microsoft Dynamics GP**
Industry: **Oil and Gas Trucking and Storage Services**
Country/Region: **United States**
Business Need: **Advanced Reporting**
Company wide Solution Training
Microsoft Partner: **Sherwood Systems**



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BENEFITS

M & R Trucking is now leveraging the full potential of their Microsoft Dynamics GP solution. Sherwood Systems' expertise of Microsoft Dynamics GP, advanced training programs, and one of a kind support is helping M & R Trucking realize the following benefits within their business:

Efficient and Accurate Reporting

The data M & R Trucking can now pull is accurate, timely and most importantly, complete. For example, their current fleet has 100+ trucks and it is critical that they are able to show a true snapshot of each P&L by truck unit. The P&L statements pulled from Microsoft Dynamics GP now show the revenue as well as the costs associated with each truck, such as repairs & maintenance, fuel, tires, GPS tracking and more. They are also able to incorporate the cost of employee payroll, bonuses, and benefits. M & R Trucking can now look at margins to make an informed decision on whether to fix their trucks or purchase new if a truck is costing more in repairs than revenue generated.

Sherwood Systems helped them restructure their account segments within their General Ledger to show the information they needed to see, bringing more relevant data top of mind for their executive team. Sherwood Systems also wrote integrations that upload fuel expenses, repairs and maintenance for each truck into the General Ledger. Cherise says, "These are two very important factors that have helped immensely in retrieving accurate data for our P&L's without an enormous amount of manual data entry into our General Ledger." They now know correct data is entered into Microsoft Dynamics GP right from the start, data they can trust.

Sherwood Systems also helped them build Microsoft FRx reporting capabilities. Now the data entered into Microsoft Dynamics GP is pulled seamlessly into FRx Financials, which allows for advanced reporting and analysis features with beneficial drill down capabilities. Cherise says, "This has been a major "rock star" for our company. With this functionality, we can drill down to every line item for our expenses and revenue per unit." Cherise can also easily see data from previous years in this detail, enabling the company to view trends and forecast for the future of their industry. They can easily determine which services generate revenue and what is in turn costing them more than it should.

Streamlined Collections Process

By using the Collection Manager in Microsoft Dynamics GP, M & R Trucking's collections process is also much more streamlined. They can easily pull queries and make notes on certain accounts. On average, they send out about 2,025 invoices a month. Microsoft Dynamics GP is helping them easily stay on top of this large volume of invoices through system reminders and automatic past due notices to clients, ultimately reducing the number of errors since it's no longer a manual process.

M & R Trucking has clients that require special client based electronic invoicing. Sherwood Systems built custom integrations that automatically upload data into Microsoft Dynamics GP,

creating both the back office invoice and the customer's electronic invoice. M & R Trucking no longer wastes time and money printing and mailing invoices. They are also able to meet the unique needs of each client. Cherise says, "Sherwood Systems has written integrations to upload our invoicing data from Microsoft Dynamics GP electronically to each of our vendor's systems. This alleviates us from having to key hundreds of invoices in both places."

"Needless to say, we are a much more efficiently run business now due to the wonderful support at Sherwood Systems. I would highly recommend Sherwood and Microsoft Dynamics GP to anyone."

Cherise Brown, Financial Administrator
M & R Trucking, Inc.

Renewed Trust and Confidence in their Accounting Solution

M & R Trucking now has increased confidence in their financial statements and reports. They trust that their Microsoft Dynamics GP solution is giving them an accurate snapshot of where they stand each day, each month, and each year. Thanks to Sherwood Systems, M & R Trucking now understands the ins and outs of the system as well as the benefits each module can bring to their company.

Sherwood Systems understands the needs of the client and continues to train, upgrade, and evaluate M & R Trucking's business processes and work flows. M & R Trucking looks forward to upgrading to Microsoft Dynamics GP 2010 through the support of Sherwood Systems. Cherise says "We really can't say enough about Sherwood Systems. Our implementer is also an accountant that uses Microsoft Dynamics GP, which is the best of both worlds. She knows what we need and why we need it because she goes through the same things on a daily basis."

M & R Trucking also appreciates that Sherwood Systems is cost conscious by not expecting them to travel to trainings. Sherwood Systems now offers informative webinars for product trainings over the Internet at convenient times. They also make sure to talk through any investment or expenses closely with M & R Trucking before moving forward. Cherise says, "We trust Sherwood Systems not to suggest something we don't need." She continues, "Needless to say, we are a much more efficiently run business now due to the wonderful support at Sherwood Systems. I would highly recommend Sherwood and Microsoft Dynamics GP to anyone."

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