

# EDI Advantage™

for MAS 90 and MAS 200

## Success Story

### CUSTOMER

#### Prestige Cosmetics Corporation

### BUSINESS PROFILE

Headquarters  
Pompano Beach, FL

Type of Business  
Cosmetics Manufacturer and Distributor

Number of Locations  
One

Number of Employees  
Seventy-Five

Number of Trading Partners  
Thirteen



## Cosmetics Manufacturer Gives Glowing Review of EDI Advantage

**G**lowing skin, rosy cheeks, and dewy lips. When it comes to the cosmetics industry, it's what's on the outside that counts. And Prestige Cosmetics gives customers lots of ways to make the outside look great. The company's line of lipstick, cosmetic pencils, lip gloss, powder, eye shadow, blush, concealers, mascara, foundation and nail polish are sold by mass-merchandisers, drugstores, and supermarkets throughout the United States and in 27 other countries.

Marketed under the Prestige and Studio Make-Up brand names, as well as under private labels for retailers, all of the company's products are manufactured at Prestige's Florida operation, which is the company's headquarters.

In contrast to the "skin-deep" focus of cosmetics seekers in the consumer marketplace, when Prestige garners the attention of national retailers, it's often what's

on the inside that's most important. The inside of Prestige's computer system, that is. Many of the merchandisers that buy Prestige's products list EDI capability as a chief determining factor when deciding whether to enter into a new vendor relationship. According to Prestige's EDI Coordinator, Pat Vicoli, having EDI capability is crucial. "We get at least 50% of our orders through EDI. That's a lot of business, and without a reliable EDI system, we wouldn't have it," she explains.

And Prestige relies pretty heavily on EDI Advantage. In the company's busiest times, the system is used to process thousands of orders from Prestige's EDI trading partner customers. "I don't even want to think about what we would do without EDI Advantage," Pat remarks. "Because of the types of products we manufacture, it's not unusual for us to receive a batch

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## SYSTEM PROFILE

Operating System  
Microsoft® Windows NT®

EDI Translator  
TrustedLink, Windows Edition

EDI Advantage Applications  
Sales Partner  
ASN Partner  
Label Partner

MAS 90 Applications  
Accounts Payable  
Accounts Receivable  
Bill of Materials  
Bank Reconciliation  
Custom Office  
General Ledger  
Inventory Management  
Library Master  
Purchase Order Processing  
Report Master  
Sales Order Processing  
TimeCard

of 800 orders from a single trading partner all at once.”

And even with this kind of order volume, Prestige's EDI operation is handled by Pat and one assistant, who both use EDI Advantage to integrate orders into MAS 90 and produce all of Prestige's outbound EDI invoices. “In our business, time is of the essence. If we had to manually enter orders, forget it. We'd be out of business,” Pat says.

Prestige implemented both MAS 90 and EDI Advantage at the same time two years ago, when the company needed to make a change of accounting software. “When we started using MAS 90, we had to go live with EDI Advantage right away. So the fact that EDI Advantage is so well integrated with MAS 90 saved me a lot of time, because it wasn't like I had to learn two separate systems. Once I understood how MAS 90 worked, using EDI Advantage was just an extension of what I already knew,” Pat comments.

Today, Pat and Prestige continue to find benefits with the tight integration EDI Advantage offers. As part of the daily order integration process, Pat prints the

audit report to check if there are any comments on the report about the integration. If any of the item numbers or store numbers that came in on the purchase orders aren't found in EDI

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*— Pat Vicoli, EDI Coordinator  
Prestige Cosmetics Corporation*

Advantage's cross reference files, Pat can use the report to find out instantly. “When we find comments on the audit report, it's usually because a customer ordered the wrong item,” she explains. “The report lets us address this situation right away, so we can resolve the issue with the customer without delaying their shipment.”

And, in the end, customer service is a big reason for relying so heavily on EDI Advantage. Pat says, “We have to be able to satisfy the needs of our trading partners, and satisfy them quickly. EDI Advantage gives us the tools to make them happy every time.”

Please visit  
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