



Landfill's Switch to QuickBooks® Enterprise Solutions Helps Clean up Accounting Mess



BUSINESS CHALLENGE

When the CFO of the Pollution Control Financing Authority (PCFA) of Warren County, New Jersey first joined the agency, he found himself saddled with a costly, complex accounting solution, with no training, and no technical support. After struggling for three years to make his MAS90® system work, and facing enormous upgrade and technical support costs, he decided to look for a better solution.



SOLUTION

QuickBooks Enterprise Solutions offers PCFA:

- Ability to get up and running quickly without expensive file conversions when switching
- Easy setup with customizable functions to meet the agency's changing needs
- Superior "number crunching" and reporting capabilities difficult to obtain using previous system



BENEFITS

- Saves money - Price is thousands of dollars less than competitors
- Saves time - CFO is able to free up valuable time to focus on other business aspects by automating numerous daily processes
- Saves paper - All critical financial operations are automatically captured into the agency's P/L statement for easy reporting

CUSTOMER PROFILE

- In business since 1990
- Sales of \$15 million in 2005
- Located in Oxford, New Jersey
- 18 employees
- Government agency that operates landfill
- Using QuickBooks Enterprise Solutions since 2004; switched from MAS90®



"I had no training with the QuickBooks product and 'boom,' I was very comfortable with it right from the start. It's been great, unlike the previous software, which was much too complex and costly for our needs."

Jeff Long, Chief Financial Officer
Pollution Control Financing Authority
Warren County, New Jersey

It wouldn't seem like running a county landfill would entail much accounting. But with \$15 million in revenues last year and a \$25.7 million bond to pay off, the Pollution Control Financing Authority (PCFA) of Warren County, New Jersey needs to track a lot of financials. Jeff Long, the agency's Chief Financial Officer, uses QuickBooks Enterprise Solutions to help maintain the books and streamline his operations.

Located in the northwest corner of New Jersey, the Warren County District Landfill and Warren County Recycling Center opened in 1990 to provide the county's residents and businesses with the highest quality, environmentally friendly, and most cost-effective waste management services possible. Watching costs is where Jeff and QuickBooks Enterprise Solutions come in.

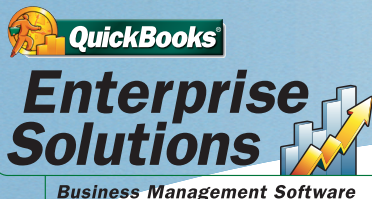
"We are a government agency that runs a landfill," said Jeff. "We operate like a business, with revenue goals just like any other business. The agency had an earlier version of MAS90 software in place when I came onboard, but it was overkill in terms of functionality and I didn't think the user interface was very friendly. What

I needed was an efficient accounting system that was easy to set up and use, and could be customized as needed."

Catalyst for Change: High Costs

When he took the job, he inherited the MAS90 system from his successor. Since there was no one to train him, trying to use the software was difficult at best. Compounding his problem was the fact that there was no service contract. Getting technical support would require an upgrade to the software's current version. All that added up to "big numbers" in Jeff's words.

"I was not happy with MAS90 from day one," Jeff said. "Fortunately, my auditors knew the product and were able to hand-hold me through it, but it was a struggle for three years. Finally, I got to the point where I was running into technical issues where it would just shut down or freeze up for no apparent reason. It was spitting out error codes that I couldn't understand and I had no one to turn to for technical support. That really spurred me to look for something new, because I couldn't be in a situation where I lose everything and have to start from ground zero. I looked at



everything else out there for stock features that I could run with, plus customizable features that I could use once I got more comfortable with the product. I found what I wanted in Enterprise Solutions.”

Working More Efficiently

Installing QuickBooks Enterprise Solutions in 2004 was “a snap” according to Jeff, who used the QuickBooks QuickStart service to convert all his files in just a couple of days. Today, Jeff says he’s carrying out daily tasks much more efficiently.

For example, prior to making the switch the agency was still using a typewriter to create purchase orders. Jeff would have to manually write up the purchase order, and then have a staff member type it. With QuickBooks, Jeff keys information directly into a customized purchase order that automatically tracks where the expense should go. Jeff further uses QuickBooks to budget for that item and cut a check when the bill arrives. The automation gives him more time to focus on other aspects of the business, such as human resources. “We do 100 to 125 purchase orders a month, not a huge quantity, but to

me it’s a key thing,” Jeff says. “That’s what generates my profit and loss statement, and where I track everything. It’s critical.”

And Jeff has a lot to track, including vendors, health benefits, medical benefits, and legal counsel, to name but a few.

In addition to saving time and simplifying everyday tasks, Jeff likes the reporting abilities of Enterprise Solutions and the ease with which he can “crunch the numbers.” Under a now-retired bond, the PCFA had to report to a board that oversaw its expenses and income. Jeff says he wasn’t always comfortable with the old software, as it was limited in how it could look at data. Without training or support to help him, he was reluctant to experiment for fear of disrupting the system. Since changing to Enterprise Solutions, he can now easily pull data in a multitude of ways that meet the board’s demanding requirements.

“When I went looking for a new system, I wanted a product that would do what I need it to do, that would be supported, continually upgraded and maintained, and that we were going to get at a good price. QuickBooks

Enterprise Solutions is my main product. It’s from a reputable company, and it’s going to be our long-term solution.”

Helping You Build Your Business

For more than 10 years, QuickBooks has worked with small businesses to develop tools that will help them succeed. Today QuickBooks is doing the same for larger, growing businesses with products like QuickBooks Enterprise Solutions—the most powerful QuickBooks product ever. Named the “Top Business Productivity Tool” by CRN Magazine, QuickBooks Enterprise has the capabilities and flexibility to meet the unique needs of growing businesses, potentially helping them save thousands in up-front and ongoing costs.

QuickBooks Enterprise Solutions enabled PCFA to:

- Manage accounts payable, revenues
- Create reports for board of trustees effortlessly
- Streamline the preparation of purchase orders
- Save time by working more efficiently

“The ease of use that QuickBooks Enterprise Solutions offers has made a world of difference in both internal and external reporting. The reporting capabilities enable us to keep a far better track of where our spending is, where our revenues are; it gives us a snapshot at that instant of where we are and what we need to do to manage our expenses better. It’s all right there for me to use, to print, to email... it’s been terrific!”

Jeff Long, Chief Financial Officer
Pollution Control Financing Authority
Warren County, New Jersey

FOR MORE INFORMATION

For more information about QuickBooks Enterprise Solutions, visit our Web site at www.quickbooksenterprise.com. For other QuickBooks products and services, visit www.quickbooks.com, or call QuickBooks Sales at 866-272-8735 X2006. For more information about the Pollution Control Financing Authority of Warren County, New Jersey, visit www.pcfawc.com.

Free Demo

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