



Television you can BELIEVE in

CUSTOMER:

Crossroads Television System
Burlington, Ontario, Canada
www.ctstv.com

INDUSTRY:

Television broadcasting
Locations: 3
Employees: 60

Users on Sage Accpac: 3

DJB Helps CTS TV Deliver “Television You Can Believe In”

To CTS TV, television is a powerful medium that can educate, entertain and inspire through quality programming. Television programs at the non-profit station provide viewers with a wide range of entertaining and inspirational programs that present values based on biblical principles. CTS’ programs present strong family relationships and real-life situations, handled in a manner reflecting positive moral values – whether it’s a father-son discussion on “7th Heaven,” or a tender moment between a single father and his daughters on “Full House.”

Like most television stations, CTS’ business software is determined by compatibility with its traffic system, which manages broadcast operations. So when CTS changed its traffic system in 2001, it needed a new financial package. The station selected Sage Accpac ERP for its scalability and affordability.

FINDING THE RIGHT BUSINESS PARTNER

CTS quickly learned, however, that not all software solution providers are created equal. “With our previous partner, the meter was running every time we picked up the phone. Also, we were not impressed with the competence of the provider’s staff members,” says Matt Hillier, Comptroller and Privacy Officer.

“Our IT group suggested switching to Durward Jones Barkwell & Company. I agreed to give them a shot. I respected DJB’s reputation in public accounting. And I liked the idea of having a solution provider that knew both sides of the shop – accounting as well as software,” Hillier adds.

ACCOUNTING WITH SAGE ACCPAC

CTS now relies on Sage Accpac ERP to manage its finances, including payables, receivables, general ledger, banking and taxes. A custom interface receives text files from the station’s traffic software for invoice batching, so data only needs to be entered once company-wide.

“Sage Accpac performs all routine receipts and collections. It streams invoices for batching for payables, and does cheque runs several times a month. It helps us reconcile bank statements every day, and does bank transfers as well. We also use Sage Accpac heavily for financial reporting, creating



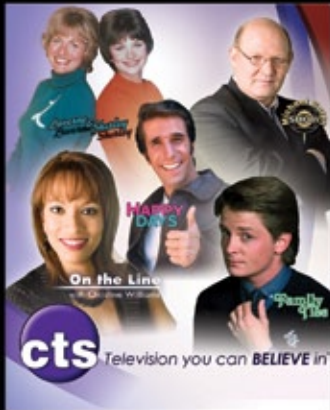


CHARTERED ACCOUNTANTS

DURWARD JONES BARKWELL & COMPANY LLP

Big enough to know
SMALL ENOUGH TO CARE

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CHALLENGE:

Previous Sage Accpac solution provider was overly expensive, and individual staff members lacked depth of experience

SOLUTION:

Durward Jones Barkwell & Company hired as business partner to support Sage Accpac ERP system and help maximize software's capabilities

RESULTS:

Significant improvements in day-to-day flow of information, system integration and support, so Comptroller sleeps better at night

monthly internal management reports and formal reports for our Board of Directors," says Hillier.

"COOL TOOL"

"When we first converted systems, the tool that seemed the coolest was the way Sage Accpac ERP integrates with Excel for financial reporting," comments Hillier. "The two programs are linked, so if you open up the Financial Reporter module in Sage Accpac, it will automatically tweak related reports, graphs and charts in Excel. Similarly, you can update Sage Accpac budgets automatically from Excel. This saves a good amount of time."

He found the software easy to learn, too. "Sage Accpac is very intuitive, so I was able to teach myself to write reports and formulas in it fairly easily."

NO MORE SLEEPLESS NIGHTS

"My favorite parts of Sage Accpac are the banking and reporting modules, which have made significant improvements in the day-to-day flow of information, and in the accessibility of information. Because the software is so well integrated, I don't have to worry so much about patching things together, and this helps me sleep better at night," explains Hillier.

He is also pleased with his new solution provider. "Durward Jones Barkwell staff members work right alongside us. They're a very tightly knit team, and it's easy to become familiar with them."

EXPANSION SOLUTION

DJB came to CTS's assistance when the station was expanding with two new divisions. "I was having difficulty restructuring our chart of accounts, a situation

I hadn't even contemplated when we purchased Sage Accpac. DJB recommended a component in Sage Accpac called Account Code Change, designed for exactly this type of situation," Hillier says.

"At their suggestion, we installed the module, and within a couple of days our new divisions were up and running in the chart of accounts. I learned that it makes sense to rely on DJB's expertise."

"I can't imagine changing from DJB. I'm glad that my IT people brought them to my attention, and even more glad that we switched."

— Matt Hillier, Comptroller, CTS TV

FRIENDLY FOLKS

Hillier feels comfortable with DJB's culture. "This may sound odd, but we appreciate the fact that they're located in Welland rather than in the metropolitan Toronto area. They're not over-cosmopolitanized big-city folks, and are genuine, accessible and friendly. And they don't have to battle a lot of traffic to get to our location," he says.

"Frankly, I can't imagine changing from DJB. I'm glad that my IT people brought them to my attention, and even more glad that we switched."

