



**Peachtree**  
by Sage

**QUANTUM**



**C U S T O M E R   S U C C E S S   S T O R Y**

**CUSTOMER**

Physimetrics

**CORPORATE PROFILE**

**HEADQUARTERS**

Roswell, GA

**TYPE OF BUSINESS**

Optical Imaging Equipment

**APPLICATION**

**SOFTWARE**

Peachtree by Sage –  
Quantum; ACT! by Sage  
contact and customer manager

## Physimetrics chooses Peachtree by Sage – Quantum to support its growth

It's no surprise that small businesses are using the Internet to expand and increase their business opportunities. Physimetrics is a prime example of a company that has succeeded by taking advantage of all the business opportunities that the Internet offers. The company specializes in an array of machine vision and image processing solutions, offering a complete product line ranging from frame-grabbers and digital cameras to machine vision software. Physimetrics purchases from Original Equipment Manufacturers (OEMs) and sells individual pieces to its customers via the World Wide Web. Some of the products that are sold to law enforcement provide high-quality security monitoring.



Physimetrics initially used Peachtree by Sage Complete Accounting, but it was important for the company to change to an accounting solution that was able to support its growth and offer industry-specific functionality. Enter Peachtree by Sage – Quantum. In addition to supporting more users and larger transaction volumes, Peachtree Quantum is an all-in-one solution offering advanced accounting functionality and industry-specific features for Distributors, Manufacturers, Contractors and Nonprofit organizations.

Paula Gilliland, office manager for Physimetrics, said, "Peachtree Quantum was the perfect next step solution for our business. Peachtree Complete Accounting was a great solution for us for some time, but once Peachtree Quantum was available it was an easy decision to make since it was still within the Peachtree family. Peachtree Quantum is able to support our growth and has advanced features specific to our needs. We use almost every feature in the product and can now do even more with our accounting software. The speed alone is worth it!"

**CHALLENGE**

Physimetrics was already familiar with some of the Peachtree capabilities however, they wanted an even more advanced accounting solution that would help them manage their growth and that could be tailored to their specific needs.

**SOLUTION**

Peachtree Quantum and ACT! form the perfect combination that allows Physimetrics to keep track of its inventory and customers.

**RESULTS**

Physimetrics can now provide detailed information to customers about their order histories as well as inventory details. Physimetrics relies on Peachtree Quantum and ACT! to help deliver top-quality customer service.



Your business in mind.

*"I've been doing accounting for 25 years and I know that I can trust the data in Peachtree better than any other accounting solution on the market."*

—Paula Gilliland  
Physimetrics

## ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.6 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries. Sage Software is a subsidiary of the Sage Group plc, a leading international supplier of accounting and business management software solutions and related products and services for small to mid-sized businesses. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and the Group now has 5.0 million customers and employs over 10,500 people worldwide. For more information, please visit the Web site at [www.sagesoftware.com/moreinfo](http://www.sagesoftware.com/moreinfo) or call 866-308-2378.



Physimetrics has an extensive inventory of over 250 individual items. The inventory capacity, the ability to have serialized inventory, and to buy and sell in multi-quantity units was especially compelling as Gilliland weighed her options. In addition, she can also create an unlimited number of budgets and provide quantity price breaks to customers using Peachtree Quantum.

"I've been doing accounting for 25 years and I know that I can trust the data in Peachtree better than any other accounting solution on the market," said Gilliland. As the office manager, she is the primary user. However, the president of Physimetrics, Ruben Uribe, frequently likes to access reports to check on the company's financials and get a solid overview of the business. With the new Peachtree Business Status Center and enhanced reporting capability, Uribe can get an up-to-

the-minute overview of the business in a glance and easily create customized reports. The Business Status Center is a must-have for small businesses that want an integrated view of key measurements and indicators.

Gilliland uses ACT!, Sage Software's market-leading contact and customer manager, in conjunction with her Peachtree accounting solution. With the ACT! Link for Peachtree, Physimetrics gets real-time access to contact and accounting information in one place, providing a complete view of customer interactions and eliminating the need for double data entry. "With ACT! and Peachtree working together, I can stay on top of our maintenance agreements with providers, be proactive with our customers, and can really stay on top with customer support," reports Gilliland.



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