CUSTOMER
Delta Dental of Arizona

INDUSTRY
Health Insurance

LOCATION
Phoenix, Arizona

Number of Locations
One

Number of Employees
70

SYSTEM
Sage MAS 500 ERP

Modules in Operation
- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- eExecutive
- FRx

Sage MAS 500 Gives Delta Dental Of Arizona Something To Smile About

Delta Dental of Arizona is the state's number one dental insurance provider, measured by both the number of subscribers and participating dentists. This affiliate of the nationwide organization has seen its subscriber base double over the past several years to over 350,000 individuals. Along the way, Delta Dental of Arizona has formed several other dental insurance operations.

Time For A Checkup

With the company's growth came the challenges of a large corporation. "We needed to manage our books differently as we grew and formed subsidiaries," explains Mark Anderson, vice president and CFO of Delta Dental of Arizona. "Multi-company reporting, consolidated financial statements, plus a reliable interface with our core claims systems all came to the forefront."

Producing timely, consolidated financial statements was like pulling teeth. Multi-company transactions and complex allocations had to be performed outside the software and then manually entered. This task was time-consuming, and integration with the corporate office's claim processing software became an urgent concern.

A long-term user of Sage MAS 200 ERP, the company always knew that the more powerful SQL-based Sage MAS 500 ERP was available to address the complex needs of an enterprise organization. "We'd actually anticipated the upgrade to Sage MAS 500 several years ago," says Anderson. "We were just waiting for the right time to make the transition."

When the time was right, the upgrade went smoothly—payables, receivables,

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CHALLENGE

Growth and acquisitions, plus the need to reliably interface with the claim processing software outpaced the company's existing application.

SOLUTION

Sage MAS 500 delivers an advanced toolset, including inter-company capability and an industry-standard SQL architecture.

RESULTS

Inter-company accounting and complex consolidated financial reporting simplified; manual processes eliminated; straightforward interface with outside application.

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and general ledger data all converted easily from Sage MAS 200 to Sage MAS 500.

Integration With Other Applications

Sage MAS 500 is built on a powerful technology foundation that can be tailored using industry-standard tools, including Microsoft SQL Server, .NET Windows Controls, and Visual Studio. These tools enable Sage MAS 500 to be readily integrated to other business applications, like the company's claim processing software. "Sage MAS 500 puts us in a great position for interfacing other software systems and the SQL architecture greatly simplifies IT support," says Anderson.

Receivable transactions are imported into the Sage MAS 500 Accounts Receivable module, saving two labor days every month. Importing accounts payable invoices from the claims software saves another half-day's work every month. Cash entries generated by Delta Dental of Arizona's lock box operation are imported into the Cash Management module, further eliminating data entry tasks. In addition to saving time, Anderson says accuracy has improved since fewer hands touch the transactions.

Intercompany Transactions

Intercompany transactions are common as expenses are allocated across Delta Dental of Arizona's four subsidiary companies. Before Sage MAS 500 was implemented, staff had to switch companies within the software, to post each allocated portion. It was time-consuming and inefficient. Now with Sage MAS 500, intercompany processing is fully supported. Staff is able to allocate expenses to each company from a single data entry screen, and the software automatically creates the due-to and due-from transactions associated

with this type of accounting. Anderson estimates that this efficiency saves two or more hours each week.

Reporting Power

The software's reporting power makes it possible for Delta Dental of Arizona to produce consolidated financial reporting across its various corporate entities. Generating an enterprise-level financial statement is straightforward, and Anderson finds it easy to vary the format, style, and fonts on the reports to suit his various constituents. The reports are easily distributed by e-mail, and recipients can view the reports, even drilling-down into underlying data, without the need to run the application on their computers.

It's an easy task to send data from Sage MAS 500 to Microsoft Excel, where staff can generate quick reports or perform additional data calculations.

The company's annual budgeting tasks are much simpler using Sage MAS 500. Anderson exports selected data, including prior year actual, to Excel. "It's easy to get the data out—the software just behaves intuitively—like it should."

Staff members responsible for each budget category can work within Excel, without requiring access to the accounting software. Once edits are complete and approved, Anderson imports the spreadsheet data back into Sage MAS 500 to create the budget.

Perfect Checkup

"We know we're saving time, we know we've eliminated manual steps, and we know we have the tool in place to support our growth," concludes Anderson, "We plan to stay with Sage MAS 500 for many years to come."

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