MedBridge Gets Better Night's Sleep With Sage MAS 500

"For 10 years, our accounting system was like a bad dream," says Pam Matthews, vice president of information systems.

"We used Great Plains," she continues, "and had to add four separate third-party modules to achieve all the required functionality. The modules required interfacing in order to work with Great Plains, and they had to be purchased and updated individually. Maintenance was a nightmare, too. We figured there had to be a better answer."

Growth Brings Wake-Up Call

MedBridge was in a growth phase with numerous acquisitions underway, and couldn't afford to waste time on software difficulties. Its Sleepworks division provides diagnostic services for people with sleep disorders through 40 independent, physician-owned, or hospital-based facilities, mostly in the Southeast. Sleepworks develops relationships with sleep-trained physicians to offer a comprehensive disease-management approach. Another division, MedBridge Home Medical, provides respiratory care services.

"We selected Sage MAS 500 ERP as a replacement for Great Plains when we were reformulating our business into a new corporate entity," says Matt Mellott, CFO for MedBridge Healthcare. "Its key selling points were flexibility and integration—essential in an industry that's changing as fast as ours is."

Sage MAS 500 for Financial Mastery

MedBridge now runs all of its core financials on Sage MAS 500, including the General Ledger and Accounts Payable. It recently adopted the FAS Asset Accounting module as part of Sage MAS 500 to manage fixed assets—the furnishings, computers, diagnostic, and clinical equipment used in its main office and sleep labs.

The variety of necessary reports are more easily produced with Microsoft FRx than with the previous Great Plains setup. "Implementation went surprisingly smooth," says Mellott. "The chart of accounts and software setup in Great Plains had outgrown the existing company.

Customer:

MedBridge Healthcare LLC

Industry:

Healthcare ancillary provider services

Location:

Greenville, South Carolina

Number of Locations

40

Number of Employees

103

System:

Sage MAS 500

- General Ledger
- Microsoft FRx Desktop
- Accounts Payable
- FAS Asset Accounting
- Cash Management

CHALLENGE

Great Plains software did not integrate smoothly with third-party modules, offer inter-company accountability, or provide a seamless system for managing rapidly expanding business.

SOLUTION

Sage MAS 500 with financial, fixed assets, and cash management modules now run all aspects of 40 site operations.

RESULTS

Training time on software cut by half; company setup time reduced by 75 percent; system maintenance requirements reduced by half.

With implementation of Sage MAS 500, we had the opportunity to create a new chart of accounts that reflects the new business entity and supports future expansion. This will allow Sage MAS 500 to be flexible and adaptable to future company growth. We set up our master files in just two to three days, and they're working great. We've already rolled two new companies that were acquired by MedBridge into Sage MAS 500 with no problem."

Minimal Maintenance

Matthews is also pleased that the new system requires less hands-on system administration. "Maintaining Sage MAS 500 takes about half of the time we were previously spending with Great Plains," she says. "Training takes about half the time, too. Add to that the fact that it takes 75 percent less time to set up a new company on Sage MAS 500 compared to Great Plains and you'll see why we're so delighted with our decision to change systems."

Reports are much easier to run now, thanks to the integration of modules within Sage MAS 500. "We appreciate being able to use Microsoft FRx with Sage MAS 500, because it is a standard tool," Matthews notes. "This means that we can hire people who already know how to use it, saving us time in getting them up to speed."

Peace of Mind

A great rapport with MedBridge's Sage Software business partner has been a key element in system success. "Our reseller has a very broad knowledge base, and they've taken the time to understand our unique requirements. As our business changes, they've been able to recommend ways to use Sage MAS 500 to its fullest advantage," says Matthews.

Looking toward the future, Matthews feels confident that Sage MAS 500 will be up to the challenges of MedBridge's planned expansion. "Knowing what I know about both Great Plains and Sage MAS 500, I am very glad that the switch was made," she says. "It puts my mind at ease to have Sage MAS 500 as the foundation of our company's business."

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ABOUT SAGE SOFTWARE

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