

SAGE ABRA SAGE PAYROLL SERVICES  
SAGE MAS 500 SAGE TIMESHEET



## CUSTOMER SUCCESS STORY

### CUSTOMER

Piedmont Healthcare  
Management Group

### INDUSTRY

Healthcare Business Services

### LOCATION

Charlotte, North Carolina

### Number of Locations

One

### Number of Users

100+

### SAGE SOFTWARE PRODUCTS

- Sage Abra HRMS
- Sage Payroll Services
- Sage MAS 500
- Sage TimeSheet

## Sage Software Solutions: Just What the Doctor Ordered for Piedmont Healthcare

“We specialize in providing preventive care for our client’s bottom line, and are proud of being agile, nimble and forward-thinking. But, our business was not running efficiently with outdated business software.”

Harold Moore, senior vice president and CIO of Piedmont Healthcare Management Group (PHMG), was frustrated with the antiquated systems he found when joining PHMG. “QuickBooks did not produce adequate business reports for us. We were outsourcing payroll processing to another vendor. Our time clock system was entirely dependent on the hospitals’ utility lines. And the human resources department was working with a paper-based system.”

### Integration Plus Value Equals Sage Software

PHMG is a privately-owned company providing targeted physician business services. Operating like an off-site back office, PHMG manages patient billing, human resources (HR), and a broad range of practice administration services for more than 100 emergency and hospital



physicians. PHMG helps with everything from new practice formation to improving reimbursement results.

“I searched for an ERP system that was modular, strong and all-inclusive,” says Moore. “Sage Software’s products were rated best-of-breed as stand-alones, and components can be integrated. When I saw how much value we received for the dollars invested, I was sold.”

PHMG implemented various Sage Software solutions. Sage MAS 500 ERP, complete with General Ledger, Accounts Payable and Accounts Receivable modules helped PHMG to manage their financials. Sage Abra helped automate all of their HR functions and

### CHALLENGE

PHMG was not functioning efficiently and growth efforts were hampered with existing Intuit QuickBooks software, spreadsheets, manual timecard swipe equipment, paper HR records and a non-integrated payroll vendor

### SOLUTION

PHMG implemented a suite of Sage Software solutions for enterprise-wide automation, including Sage MAS 500, Sage Abra HRMS, Sage Payroll Services, and Sage TimeSheet

### RESULTS

Integrated payroll saving 35% over previous vendor; HR group 20% more efficient; financial reports that used to take 8 hours are now produced in 15 minutes



Your business in mind.

*"I'm convinced Sage Software provides the best business management solutions for PHMG."*

—Harold Moore  
Senior Vice President & CIO  
Piedmont Healthcare Management Group

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



helped ensure compliance with government regulations. Sage TimeSheet has replaced swipe cards with a PC-based solution. Sage Payroll Services now prepares the payroll for PHMG and its clients alike, providing 24/7 access, unlimited free data downloads, and real-time reports. The improvements have been dramatic.

### Fantastic Financials

"Sage MAS 500 lets us analyze data however we like with a full spectrum of sophisticated reports," Moore says. "We can automatically cut purchase orders when vendors request them, something we could not do before. Preparing a profit-and-loss statement used to take our senior vice president eight full hours, and now we can create one in just 15 minutes."

Further benefits come from eExecutive, a Sage MAS 500 module that gives management a 'financial dashboard.' "Executives get a quick snapshot of PHMG's status on our intranet. It lets them keep their finger on the pulse of the company. They know instantly how expenses and revenues are shaping up, and can compare this month to last month. Our president is so impressed that we plan to roll out eExecutive capabilities to our clients," says Moore.

### Terrific Time System

PHMG now uses Sage TimeSheet to log physicians' time. "Physicians can go to PCs in the hospitals to clock-in and view their weekly or monthly hours. Since they are compensated based on hours worked, this information is very important to them. They no longer worry about forgetting a swipe card at home," Moore notes.

Physicians may also log onto Sage TimeSheet from their home or office computer. "If they're in a rush, they can print out a copy of their timesheet from our intranet and review it later for accuracy," says Moore. "Integration like this makes Sage Software popular and helps make us more attractive to new clients."

### Handy HR Data

Abra HR has streamlined the HR group at PHMG. Virtually gone are the days of digging through file cabinets. "Key employee data is now available electronically with Abra HR, saving us a great deal of time. Creating reports with Crystal Reports® and Abra Secure Query is very slick, making it easy to extract and interpret data."

Using Abra ESS, PHMG employees access their own personal HR and payroll information any time over the intranet. Employees enjoy being able to view benefits, pay stubs, number of vacation or sick days remaining, and request time off all in one convenient location.

### Prescription for Success

For payroll, PHMG switched to Sage Payroll Services, a comprehensive, Web-based outsourced payroll solution that interfaces with Sage Abra. "At the time, we implemented Sage Payroll Services, all we hoped for was integration with our HR system," Moore comments. "However, we saved about 35 percent a year by switching from the other service provider."

Moore has seen major bottom-line benefits since moving to Sage Software solutions. "Abra HR, Abra ESS, and Sage Timesheet trimmed about 20 percent off our HR staff's workload. I can't even put a value on the business data we get from Sage MAS 500. Plus, everything can work together. I'm convinced Sage Software provides the best business management solutions for PHMG."