ADSS Global

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CUSTOMER
Advanced Pharmacy

INDUSTRY
Pharmaceutical

LOCATION
Baltimore, Maryland

NUMBER OF EMPLOYEES
200

SYSTEM
Sage 300 ERP

Softwriters Framework

Sage Fixed Assets

ADSS Global And Sage 300 ERP — A Prescription For Success For Advanced Pharmacy

Advanced Pharmacy designs, develops, and implements innovative technology solutions for institutional pharmacies. The company's AP PassPort™ machines accurately and efficiently package and dispense medications for residents in long-term care facilities. The machines save nurses' and pharmacists' time, eliminate waste, and ensure continuous quality control. Advanced Pharmacy also operates institutional pharmacies in three states.

Advanced Pharmacy is part of a fast-paced, highly-regulated industry and requires a robust financial reporting and accounting solution. That solution is Sage 300 ERP, backed by the professionals at ADSS Global.

The Right Partner
When Tom Trently joined the company as Vice President of Finance, the company had Sage 300 ERP installed, but it had not been fully implemented.

"We use a pharmaceutical industry billing application that was not integrated with Sage 300 ERP. This led to duplicate data entry and other inefficiencies," Trently says. "We also were using a Sage solution for fixed asset tracking that was not integrated. I felt we could be doing better."

Trently spoke with the developer of Framework, the pharmaceutical industry software Advanced Pharmacy uses. "Softwriters told me that Framework could integrate nicely into Sage 300 ERP," says Trently. "They recommended that we speak to ADSS Global, a Sage Authorized Partner. They described ADSS Global as responsible, capable, and resourceful."

A Plan For Success
When Trently spoke with the consultants at ADSS Global, he was immediately impressed. "They are exceptionally knowledgeable, not just about the product, but about business and best accounting practices," Trently explains. "They listened to my pain, and then offered up viable options to get us where we want to be."

CHALLENGE

Advanced Pharmacy had owned Sage 300 ERP for years, but was not taking advantage of the full power of the application. This resulted in duplicate data entry and other inefficiencies.

SOLUTION

ADSS Global worked with the company to create a long-term plan for obtaining the maximum value from the software and is helping Advance Pharmacy implement the plan.

RESULTS

The company has been able to reduce its accounting staff by half. Financial statement generation was also streamlined, and is now completed in half the time.

ADSS GLOBAL

ADSS Global is a leading global partner for Sage with over 110 certified professionals in more than 50 office locations on the East Coast, West Coast, Gulf Coast, Midwest, Pacific Region, Caribbean, Canada, and Europe.

ADSS Global provides service to more than 3,500 companies and organizations in over 20 countries. Our staff is multi-lingual, speaking more than 6 languages and is made up of professionals such as CPAs, MCSEs, CNAs, CITPs and CGMAs.

At ADSS Global, we offer support and training on the Sage ERP solutions and on End-to-End Business Solutions including CRM, HRMS, Warehouse Management, Manufacturing, Service Management, POS, Fixed Assets, Web Store, EDI, Project and Job Costing, Sales Tax Management and others.

ADSS Global also offers many Information Technology (IT) services including, but not limited to the following: IT Hardware and Software; Hosting and Web Design; Business Continuity/Disaster Recovery; Email Spam Filtering; Managed Services; and Power Management & UPS.

ADSS Global helped the company create a long-term plan to drive efficiency across its accounting and finance operations. "They worked with us to prioritize our needs and value-engineered the changes we asked for to meet our requirements and to fit our budget," explains Trently. "ADSS Global is a partner in our success and I can tell that our success is important to them."

Streamlined Processing Cuts Costs

ADSS Global's consultants designed a program to import accounts payable data from Advanced Pharmacy's suppliers, saving hours of manual data entry. They also implemented an ACH component in Sage 300 ERP that enables the company to pay its vendors electronically through the Automated Clearing House, further reducing manual processing.

ADSS Global is currently working with Advanced Pharmacy to integrate the Sage Fixed Assets application with Sage 300 ERP.

"With the two software applications fully integrated, we can bring accurate depreciation data into our financials," says Trently. "It is another area where the efficiency and time-saving gains will pay off."

Sales tax returns are often a time consuming and complicated task for companies that do business in multiple states, as Advanced Pharmacy does. The company is working toward streamlining this task by incorporating an industry-leading sales tax automation solution, Sage Sales Tax, powered by Avalara.

Another area that was streamlined involved a stand-alone manufacturing application Advanced Pharmacy used to track its inventory of spare parts. It was left over from the days when the company manufactured its products in house. "It was overkill and way too complicated for our current needs," Trently says. "ADSS Global recommended we use the Sage 300 ERP Inventory Control module instead. It is simple, straightforward, and effective."

Trently is pleased with the results. "Due to the efficiency gains using ADSS Global, we were able to reduce our accounting staff from six to three, and our financial statement generation process already has been reduced by half," he says. "It used to take 60 days to turn around our monthly statements; now we have it down to 30 days and we anticipate reducing it to 15 days."

A Partner For The Long Term

Advanced Pharmacy is confident that the efficiency and productivity gains Advanced Pharmacy is enjoying will continue to grow.

"We talk regularly to our ADSS Global consultants to brainstorm ideas and strategize for the future. I appreciate that they are both practical and creative in their approach to solving business problems," concludes Trently. "In ADSS Global, I feel that Advanced Pharmacy has found a partner for the long term."

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