

# A DB COMPUTER SOLUTIONS CASE STUDY

## MEDICAL DEVICE INNOVATOR

BY TRANSFORMING SAGE 50, THIS INNOVATIVE COMPANY DRIVES MULTI-NATIONAL R&D WORKFLOWS

### Industry

Medical device R&D and technologies

### Number of Sage 50 Users

5 users

### Challenges

- Transform Sage 50 into a more powerful solution, reflecting ERP system's functionalities
- Avoid expensive CAPEX
- Develop new, more sophisticated reporting to guide R&D efforts
- Meet statutory compliance

### Solutions

- Sage 50 Training from DB Computer Solutions
- Sage 50 Consulting from DB Computer Solutions
- Sage 50 Support from DB Computer Solutions

### Results

- Sage 50 reporting now matches, or exceeds, R&D workflow requirements
- Sage 50 transformed into a sophisticated ERP-like accounting software solution
- 100%+ increase in efficiency: month-end reporting times minimised from a week to only days; report generation minimised from 5 hrs to ½ hr
- Achieves global compliance requirements
- Avoids new CAPEX
- Ongoing support meets new needs and future-proofs investment

This medical device innovator is passionately focused on a single objective: to improve the lives of people suffering from potentially catastrophic illness. Their intense R&D efforts have yielded cutting edge medical devices that resolve vascular problems and give sufferers longer lives.

For over 7 years, the company used Sage 50 as its accounting software solution. Financial officers, R&D executives and Board members relied on Sage financial and accounting data to gain insight into the business's progress. But this innovative R&D company wanted more.

## CHALLENGES

Driving medical device innovation across borders and currencies is a complex and expensive process. To do so, R&D budgets must be carefully prepared. Actual moneys spent must be tracked and compared in almost real time against planned expenditure. Costs must be accurately captured from global cost centres as they are incurred, while accounting and finance teams must be able to work efficiently and productively to produce valuable reports for executive decision-making.




While Sage 50 has worked well for years, dynamic international growth caused the company to re-evaluate the standard version of this accounting solution. The company's Management Accountant considered recommending a sophisticated ERP system to replace Sage 50. However, the possible cost—over €60,000—was prohibitively expensive. Instead, she sought to gain additional capabilities from Sage 50 to match new, more complex needs.

"The cost of a new ERP system was more expensive than possible benefits, and we thought it pragmatic to see if we could transform standard Sage 50 into a powerful engine to meet our requirements," says the company's Management Accountant.

To meet its growing needs, the business first wanted to set up 4 companies in Sage 50, each company trading in potentially different currencies. Accounting data must be easily consolidated for month- and year-end financial reporting. Sage 50 stock functions must become even more effective: the company needed to accurately track every single item purchased from suppliers against specific R&D tasks and cost centres. New reporting methods and tools, well beyond the scope of standard Sage 50 reports, were required to assist with vital R&D decision-making.

## CONTACT US TODAY

To learn more about DB Computer Solutions and our wide range of capabilities, please contact us:

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And critically, all accounting data had to be highly accurate to meet stringent healthcare-related compliance requirements.

To achieve these objectives, the Management Accountant recognised that their existing Sage 50 accounts solution must be significantly retooled. This would require extensive consulting and training assistance from Sage.

Initially, the company reached out to Sage corporate trainers in the UK from its Irish-based headquarters. However, distance got in the way. “We needed someone locally who fully understood the capabilities of Sage 50 to help us transform the software and meet our complex, growing requirements,” says the Management Accountant.

Following an extensive analysis of possible Sage consulting and training partners, this R&D innovator selected Limerick-based DB Computer Solutions.

## THE SOLUTION: TRANSFORMATIONAL CONSULTING AND TRAINING

DB Computer Solutions has over 20 years’ experience with Sage accounting solutions and related services. To meet these critical R&D requirements, DB Computer Solutions specialists worked hard to fully understand their complex needs. Then they proposed a series of actions to unlock the power of Sage 50 by turning the standard version into something much more.

**“ DB Computer Solutions transformed Sage 50 into the type of sophisticated solution you’d find in an expensive ERP system. ”**

Management Accountant  
Medical Devices R&D Company

“Sage 50 has more power and capacity than most people realise,” the Management Accountant states. “DB Computer Solutions helped us to put Sage 50 into overdrive.”

Working closely with the company’s finance teams, DB Computer Solutions set up 4 companies in Sage 50 to match this customer’s growing footprint in Ireland, the United Kingdom, Germany and the United States. Multi-company / multi-currency capabilities with associated accounting processes also met statutory reporting requirements.

Then the team developed new reporting tools to extract data from those accounts into more sophisticated bespoke reports. DB Computer Solutions also helped to retool stock control functions. This customer’s personnel can now easily compare stock received against authorised purchase orders to negate cost overruns. They can also easily allocate costs to specific cost-centres and R&D projects to accurately track actual costs against planned expenditure.

“DB Computer Solutions transformed Sage 50 into the type of sophisticated solution you’d find in an expensive ERP system,” observes the Management Accountant.

“DB Computer Solutions created customised reporting that’s as sophisticated as you’d find in Sage 200 or other larger ERP and accounting packages. These new reports enable our executives to better track R&D activities in almost real time, allowing us to bring innovative medical devices to market quicker, while keeping a weather-eye on costs.”

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## 100%+ EFFICIENCY INCREASE

The Management Accountant has also seen a large increase in productivity and efficiency due to the DB Computer Solutions engagement. Consolidated month- and year-end reports, which used to take a week to produce, now take 35% less time to create. However, with ongoing consulting from DB Computer Solutions, the company plans to reduce reporting times back to half the time currently spent on this critical requirement.

Additionally, time to generate deep, insightful reports for managers has also improved hugely. Prior to transforming standard Sage 50, reports could take up to 5 hours to create. Today, with a more versatile and agile Sage 50, report generation takes only ½ hour.

“The work completed by DB Computers on Sage 50 has been invaluable to us. Our Finance team is more efficient and productive. We can react to requests from our R&D managers much faster.

“With better insight those who manage and drive critical R&D tasks are armed with deeper more relevant data, and are able to make more informed decisions.”

## 100 PERCENT RECOMMENDATION

This innovative medical devices company has been using DB Computer Solutions for consulting, training and support for 2 years now. The Management Accountant plans on using them for the foreseeable future due to the dependable services they provide.

“DB Computer Solutions has transformed Sage 50 by customising it to meet our exact needs. We’ve saved money because we did not incur the large CAPEX of a new ERP system. Sage 50 now works at the very centre of our business. Due to the diligence of DB Computer Solutions, it now matches our growing, ever-changing requirements.

“I recommend DB Computer Solutions 100 percent. They are innovators because their creativity drew more power from a standard accounting solution. They are committed, and I know they want what is best for us and our mission. Their response times are 100 percent—they’re always right there when we need them..

“Most importantly, perhaps, the people at DB Computer Solutions are great human beings. I enjoy working with them. That’s why they’re so effective.”