Medical Device Manufacturer Manages Efficient Operation With Sage ERP X3

Headquartered in Skokie, Illinois, UreSil, LLC is a leading manufacturer of products for interventional radiology and vascular surgery, which are distributed worldwide through independent sales reps and a network of domestic and international distributors.

Building on a foundation of innovative research and development as a division of Becton Dickinson & Co., UreSil became an independent company in 1986. Since then, it has expanded from a product development enterprise to a fully integrated development, manufacturing, and distribution company.

System Evaluation

UreSil had been operating on an MRP system that the company feared would soon become unsupportable due to the number of third-party customizations it had undergone. While limitations in planning and flexibility hindered the company's ability to run an efficient business, complying with FDA regulations and maintaining the required documentation proved to be a challenge all its own.

After quickly excluding packages that were too complex, too expensive, or too small, UreSil issued a request for information (RFI) to approximately ten vendors. Sage and two other vendors were selected to present a product demonstration.

"All three systems looked good on paper and in the demo," says Chuck Davis, vice president of operations for UreSil. "We realized we needed to dig deeper into each system to see which one would really fulfill our requirements." The additional investigation revealed that the Sage ERP X3 database had the best design philosophy. "It's not old-school technology masked with an appealing front end," adds Davis.

The selection committee believed that the logical design and open, flexible architecture of Sage ERP X3 would enable them to more easily capture and assess mission-critical information. In addition, they realized how much easier it would be to create custom reports.

Customer
UreSil, LLC

Industry
Manufacturer of products for interventional radiology and vascular surgery

Location
Skokie, IL

System
Sage ERP X3

Challenge
UreSil's old MRP system was becoming unsupportable due to the increased volume of customizations required to meet the company's needs.

Solution
Sage ERP X3 was selected from a field of three products, primarily for its logical design and open, flexible architecture.

Results
Finished good lead time was reduced by 50 percent. FDA compliance has been streamlined. Flexible reporting tools match the company's workflow.

The Implementation

Davis admits that the first conference room pilot was anything but stellar. "We underestimated the value of thorough training," he said. "Disregarding the advice of the Sage ERP X3 consultant, we thought we could train as we went along. We soon realized that this approach was ineffective."

After regrouping and conducting a formal training program, the second pilot was a success. UreSil performed the cut-over to the new Sage ERP X3 system over the weekend, and by Monday, it was handling all mission-critical processes. The transition went so smoothly that the Sage implementation team left after only one day, and within one week of the cut-over, Sage ERP X3 was running all processes previously handled by UreSil's legacy system.

Results

UreSil appreciated the flexibility of Sage ERP X3 in how it could be configured to manage the company's business processes instead of having to adapt its processes to fit the software. As a result, the company is finding it easier to comply with FDA regulations. Tracking systems have been streamlined, and paperwork is more manageable. Flexible report-writing capabilities enable UreSil to create fields according to company jargon.

Planning processes have been tightened, and the company now operates with a just-in-time planning philosophy, minimizing inventory and warehouse space. Additionally, with Sage ERP X3, UreSil reduced finished goods lead time by 50 percent. And, with the introduction of print-and-place labeling across all product lines thanks to automatic integration with Sage ERP X3 work orders, the company expects the process to be reduced by 1.5 man days per week.

Looking to the future, Davis concludes, "No matter what business philosophy we adopt, we're confident Sage ERP X3 can handle it."

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> Chuck Davis
> VP of Operations
> UreSil

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 13,500 people and supports more than 6 million customers worldwide. For more information, please visit the website at NA.Sage.com or call 866-996-7243. Follow Sage North America on Facebook at: Facebook.com/SageNorthAmerica and Twitter at: Twitter.com/sagenamerica.

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