NET AT WORK PROVIDES TESTED TECHNOLOGY PLATFORM FOR MEDTEST DX

MEDTEST DX, INC.

CHALLENGE

MedTest Dx has experienced rapid growth and expansion, and the resulting disconnected financial applications were robbing the company of needed efficiencies and cross-enterprise visibility.

SOLUTION

The company engaged long-term partner Net at Work to implement Sage 300cloud as its enterprise financial management solution hosted on a private cloud hosted by Cloud at Work.

IMPACT

- A single, scalable solution to power operations of all four entities — with room to grow

- Hosted solution minimizes IT burden, freeing time and resources to spend on more strategic tasks

- Relying on a single provider for both hosting and software support eliminates potential finger pointing

- Net at Work's skilled consulting team is able to assist not only with software functionality, but also understands financial side

MedTest Dx, Inc. is a premier supplier of clinical diagnostic testing solutions, including screening instruments, reagent manufacturing, and world class service capabilities to healthcare organizations throughout North America. Recently, MedTest Dx has joined the fight against COVID-19, providing critical front-line testing products. The company requires a robust financial management solution to help it track and analyze its growing portfolio of brands. Sage 300cloud has met that need for the company for many years and backed by the talented consulting team at Net at Work, it continues to do so through expansion and acquisitions.

SAGE 300CLOUD PAVES THE WAY FORWARD

"Until recently, we had little integration of our back-office financials across our four corporate entities," explains Wayne Brinster, CEO of MedTest Dx. "Two of our brands were using older versions of Sage 300, and the other two were using separate applications. It made it exceedingly difficult to generate consolidated financial statements and have the necessary visibility into costs and profitability across our entities. Integrating our accounting systems across our business units became a high priority."

With the decision made to work toward integration, Brinster and Lenell Wyche, the company's CFO, had to decide on the solution that could unite their operations. "I had experience both with Sage and with SAP so we considered both," recalls Brinster.

"We determined that SAP was too big, complex, and expensive for our needs," says Wyche. "Speaking with our partners at Net at Work we formed a plan to update to the latest version of Sage 300cloud and begin migrating all our operations to that platform."

MedTest Dx felt confident in their decision based in large part on the trust they had built in Net at Work over the years, and the skillset of their primary consultant. "Our Net at Work consultant has been a great asset to our team, helping us with anything we need — from getting our system ready for website orders to preparing us for the transition of our systems to the cloud," says Brinster. "I truly appreciate that they understand the technological side of our business as well as the financial and accounting side. That combination is rare to find."

"With Net at Work, we've found a partner that has diverse talents, from practical help with our accounting system to hosting and managing our software."

INTEGRATED PARTNER RESOURCES

As part of the implementation, the company moved from hosting the application on their own in-house servers to engaging Net at Work's companion company, Cloud at Work, to host Sage 300cloud on a private cloud.

"We don't have a large internal IT staff, so hosting makes tremendous sense to us," says Brinster. "We need a reliable, fast system, that is accessible from anywhere and backed up automatically, and Cloud at Work is able to deliver that. We briefly considered having Microsoft host the application, but Cloud at Work simply made more sense."

"Having Net at Work both host and support our accounting system is an ideal situation," notes Wyche. "They have ownership of the whole solution, so there's never any finger pointing — we have one company to call with questions or problems."

PLANNING FOR THE FUTURE

Over the past several years, MedTest Dx has seen its operations grow and diversify, both through organic growth and acquisitions of complementary companies. With the move to Sage 300cloud, deployed as a hosted solution by Cloud at Work, the company is able to continue to scale, knowing its technology infrastructure can scale with it.

Currently, two of MedTest Dx's individual entities have implemented Sage 300cloud, with the other two coming on board shortly.

"We are already realizing many efficiencies, including easy remote access, which is particularly important during the pandemic," says Wyche. "As we consolidate all our operations under Sage 300cloud, the efficiencies will grow, providing us with the visibility and agility we need to continue our path forward."

UNLEASHING THE POWER OF PARTNERSHIP

Both Brinster and Wyche credit the relationship they share with Net at Work for the continuing success of their technology initiatives.

Wyche says, "We appreciate the transparency and honest answers we get from Net at Work — I feel like they are absolutely vested in our success."

Brinster concludes, "With Net at Work, we've found a partner that has diverse talents — from practical help with our accounting system to hosting and managing our software. The whole team works together to help us get more from our technology."

Net at Work — Business Performance Unleashed.

Net at Work provides their clients with the vision, leadership and support of a Virtual CIO. This allows them to focus on their core competencies knowing they can fully rely on Net at Work to implement technology solutions that unleash new levels of efficiency, performance and success. With experience across virtually every business discipline, the Net at Work team supports over 6,000 organizations in making software, systems and people work together in achieving their core organizational objectives. Their comprehensive range of services and solutions include ERP, CRM, Employer Solutions, eCommerce, Payments, to Cloud and IT Managed Services. From the company's founding in 1996, Net at Work has garnered wide industry recognition as problem-solvers and promise-keepers, which are the foundational principles on which all their client relationships are based, and that their clients say they value the most.