

Net at Work Delivers Scalable Solution to Genesis Bio-Pharmaceuticals

CUSTOMER

Genesis Bio-Pharmaceuticals

INDUSTRY

Pharmaceutical

HEADQUARTERS

Hackensack, New Jersey

Number of Locations

2

Number of Employees

50

SYSTEM

Sage MAS 500 ERP

Sage SalesLogix

SOLUTIONS PROVIDER

Net at Work

www.netatwork.com

Genesis Bio-Pharmaceuticals is a major supplier of blood plasma products, vaccines, and other specialty pharmaceuticals to hospitals, clinics, home IV therapy centers, pharmacies, and physician offices. The company's North American distribution centers are located near major international airports to allow it to quickly meet the life-saving demands of its customers. To fulfill its vital obligations, Genesis Bio-Pharmaceuticals relies on the power of Sage MAS 500 ERP and Sage SalesLogix, ably supported by Net at Work.

Moving To The Next Level

Several years ago, Genesis Bio-Pharmaceuticals implemented Sage MAS 200 ERP which worked well until the company's increasingly sophisticated requirements pushed the software's limits. "We needed more flexibility and more functionality to support our growth," recalls Kathleen Browning, accounting manager for the company. "We knew about Sage MAS 500, but the business partner we had then didn't have experience with the product. We wanted a product and a partner to take us to the next level."

An Internet search led Genesis Bio-Pharmaceuticals to Net at Work, a Sage Software Authorized Business Partner



experienced with both Sage MAS 500 and Sage SalesLogix, the Customer Relationship Management (CRM) solution that the company had recently purchased but had not implemented. "We did some research on Net at Work and also spoke directly to their consultants," says Browning. "We liked what we heard and hired them."

Net at Work used its proven implementation methodology to facilitate a successful transition from Sage MAS 200 to Sage MAS 500. "Net at Work was very prepared, well organized, and very helpful," says Browning.

Strong Inventory Control

One division at Genesis Bio-Pharmaceuticals provides equipment and products to customers on a consignment basis; they only pay for what they use.

CHALLENGE

The company had outgrown its current ERP solution and required a scalable flexible solution to meet long-term growth needs.

SOLUTION

Net at Work implemented Sage MAS 500 and Sage SalesLogix, a robust, scalable, comprehensive business management solution.

RESULTS

Comprehensive lot tracking ensures compliance with industry regulations. Alerts streamline workflow across the organization. Detailed financial reporting deliver key intelligence. Integrated credit card processing saves manual entry.



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Kathleen Browning
Accounting Manager

ABOUT NET AT WORK

Net at Work is a leading integrator of accounting, financial, customer relationship management (CRM), and business management software. As a Sage Select Business Partner, Net at Work represents the full range of Sage ACCPAC, MAS and CRM products.

Net at Work specializes in workflow analysis, application development, industry-specific customizations, and system upgrades.

With a staff of 120 plus consultants, devel-opers, and hardware engineers, Net at Work supports over 1,500 clients and receives numerous awards for its high level of customer service.

Recent Recognitions:

Accounting Today - Technology Pacesetter
Accounting Technology - VAR 100

Crain's New York Business - Top Software Company
INC.- INC 5,000

Sage Software ACCPAC President's Club
Sage Software MAS 500 President's Club

Net at Work offered a solution to handle these consignment sales. Virtual warehouses were set up within Sage MAS 500 representing each consignment customer, to accurately track the inventory in the customer's possession. A three-step transfer function within Sage MAS 500 ensures that Genesis Bio-Pharmaceuticals can track its inventory from its stocking warehouse, through transport, to final arrival at the customer location.

Comprehensive Lot Tracking

In the pharmaceutical industry, lot number tracking is imperative and Sage MAS 500 has robust lot-tracking capabilities. “We can track the lot number and associated expiration date for each of our products,” says Browning. “Should we ever be required to trace or recall a particular lot, we have the capability to do so.”

Individual lot numbers can be reserved to a specific sales order, removing the item from the quantity available to sell. “It's a powerful order entry system,” says Browning. “The features help us deliver the kind of service our customers expect.”

Streamline Workflow

Also unique to the pharmaceutical industry is the requirement to track the FDA licenses dictating which customers are allowed to purchase which classifications of drugs.

Net at Work configured Sage MAS 500 to hold licensing data and implemented business alerts functionality to prevent the data entry staff from selling a product to a customer without licensing to purchase it.

Additional alerts notify the collections staff of an overdue invoice or alert the warehouse manager of a lot nearing its expiration date.

Integrated credit card processing saves Genesis Bio-Pharmaceuticals an enormous amount of time. Many of its customers pay by credit card or by government purchase cards, which are validated on-the-fly during the order entry process.

Rich Reporting

Browning praises the strong reporting capabilities of Sage MAS 500. “We have more information now regarding all aspects of our profitability, sales activity, customer history, and inventory data. Net at Work resolved our reporting challenges utilizing Business Insights and Crystal Reports to provide staff with the information we needed in the correct format.”

Scalable Solution

Taking advantage of the open technology of Sage MAS 500, the Net at Work in-house development team created a fully integrated e-commerce Web site for Genesis Bio-Pharmaceuticals. Browning says, “It will allow us to continue to grow without adding additional data entry staff.”

Genesis Bio-Pharmaceuticals and Net at Work are also working together to implement Sage SalesLogix, a Customer Relationship Management (CRM) solution for Sage MAS 500. “We plan to use it to store the detailed customer information that is required in our industry, and to give our organization a cohesive view of our customer interactions,” says Browning.



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