

# Sage ERP X3 | Case Study

## Medical Device Manufacturer Manages Efficient Operation with Sage ERP X3

### Background

Headquartered in Skokie, IL, 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 unsupported 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 10 vendors. Sage ERP X3 Process and two others were selected to present a product demonstration.

"All three systems looked good on paper and in the demo," said Chuck Davis, VP 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," said Davis.

The selection committee believed that Sage ERP X3's logical design and open, flexible architecture 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.

### 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."

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, the company expects the process to be reduced by 1.5 man days per week.

(continued)



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 Sage ERP X3's flexibility 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 workorders, the company expects the process to be reduced by 1.5 man days per week.

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

**Headquarters**  
Skokie, IL

**Industry**  
Manufacturer of products for interventional radiology and vascular surgery

**Sage ERP X3 Licenses**  
20



The Premier Provider of Effective Business Software Solutions

**Orange County, California**  
23161 Mill Creek Drive, Ste. 200  
Laguna Hills, California 92653  
Phone: (949) 583.9500  
Toll Free: (800) 425-9843  
Fax: (949) 583.0549

**Regional Headquarters**

**Atlanta, Georgia**  
1100 Johnson Ferry Road, Ste. 400  
Atlanta, Georgia 30342  
Phone: (404) 841.6240  
Toll Free: (800) 455.1368  
Fax: (404) 841.6243

**Sage Software BMD Business Partner of the Year**

**Complete Sage Software Solutions**

Sage MAS 500 • Sage MAS 200 • Sage MAS 90  
Sage BusinessWorks • Sage SalesLogix CRM • ACT! by Sage  
Sage ABRA HRMS • Sage FAS • Sage MIP Fund Accounting & Fundraising

**Offices in these cities:**  
ATLANTA GA COLUMBIA SC COLUMBUS OH DALLAS TX DENVER CO  
GREENVILLE SC LOS ANGELES CA MINNEAPOLIS MN ORANGE COUNTY CA TAMPA FL

[www.blytheco.com](http://www.blytheco.com)

[solutions@blytheco.com](mailto:solutions@blytheco.com)

NATIONAL PRESENCE - LOCAL TOUCH