CUSTOMER SUCCESS STORY

e2b teknologies moves Mar Cor Purification from SAP to Sage 500 in Less Than 3 Months

When companies execute acquisition strategies, there is a high degree of complexity in brokering the deal. The untold story is that once the deal is complete, there is an enormous amount of work involved in folding internal systems, operations, accounting and reporting together to move forward in a compliant and uniform way.

Mar Cor Purification (Mar Cor) is owned by Cantel Medical Corp. (NYSE: CMN). The business consists of several familiar companies integrated to offer filtration, water purification and disinfection technologies, including Minntech Filtration Technologies Group, Mar Cor Services, Biolab Equipment, GE Medical Water, and the Gambro US Medical Water business. Mar Cor is ISO-13485 certified and a FDA registered medical device manufacturer operating 22 offices and regional service centers throughout North America.

It is not unusual for simple ERP implementations to take many months, even years. The one thing Mar Cor did not have was time. Mar Cor turned to e2b teknologies to try and work a miracle – getting a new ERP system, Sage 500 ERP up and running, with significant development work to incorporate additional functionality, migrate data from a SAP system, and get the Mar Cor staff trained on the system. The timeframe was a staggering two and a half months.

Three-Month Implementation for Acquired Business

On April 1, 2007, Mar Cor announced that it had acquired the GE Water & Process Technologies Business (GE Osmonics). GE Osmonics would need to migrate from GE's SAP systems to Mar Cor's Sage 500 ERP system by the end of GE's fiscal year (July 31, 2007). Mar Cor's personnel needed to be live with a completely new system in a mere four months.

By the time e2b teknologies was brought in to the picture this had dwindled to two and a half months. Mar Cor had implemented Sage 500 ERP for human resources, payroll, and financials.

Company
Mar Cor Purification, A Cantel Medical Company (NYSE: CMN)

Website
www.mcpur.com

Industry
Manufacturer of water filtration, purification, and disinfection equipment and technologies.

Locations
Skippack, PA (Headquarters)
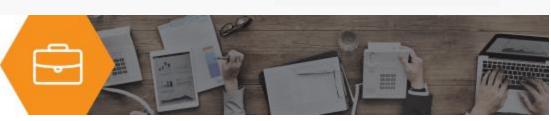22 Offices / Service Centers

System Profile
- Sage 500 ERP
- Financials
- Distribution
- Manufacturing

Anytime 500 Supply Chain Suite
Anytime Collect
SingleSource SM-Plus
Sage SalesLogix CRM

Challenge
Mar Cor had less than 3 months to move off GE's SAP system. Missing key features in Sage 500 ERP required to conduct business.

Now with the acquisition it meant that Mar Cor Corporate would have to create employee records to ensure that GE Osmonics' employees would be paid from the same system as existing Mar Cor employees.

The same held true for the creation and loading of open receivables, sales and purchase orders, payables, additional vendors, accounting units, and other required codes. In addition, Mar Cor had to implement additional Sage 500 ERP modules for sales order, inventory management, and manufacturing.

e2b teknologies consulting services

With the acquisition, Mar Cor would need key functionality available in SAP developed for Sage 500 ERP. Because of the amount of work this required and the looming deadline, the Mar Cor team would need help.

Mar Cor found e2b teknologies, the original publishers of the Sage 500 ERP manufacturing system, to assist them in their deployment.

MAR COR® PURIFICATION
A Cantel Medical Company

Solution
e2b software consulting services with additional development, anytime 500 supply chain suite, and future modules and applications.

Results
Data migrated from SAP system. Successful go-live on Sage 500 ERP with anytime 500 supply chain suite and additional modules.

Mar Cor could not afford to fail in their ERP implementation given their short timeframe to move off SAP, to address gaps in the functionality of Sage 500 ERP, the mammoth task of migrating data from SAP and training their employees.

If they missed their window, they would no longer have access to the GE SAP system and would be stranded without an ERP system – no inventory management, manufacturing, or shipments for the entire business – a disastrous scenario.
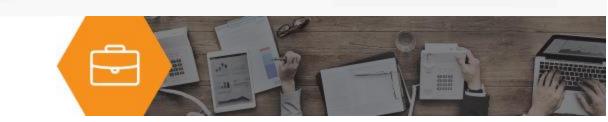
Mar Cor tasked e2b functional and technical consultants with:
- Defining Mar Cor's critical business requirements.
- Managing all aspects of the Sage 500 ERP implementation, data migration from SAP, and training.
- Configuring routings and bills of material for more than 5,000 items.
- Developing additional functionality for Sage 500 ERP that was previously available in SAP, including small and large enhancements such as a fully-integrated Engineering Change Order (ECO) and Document Control system.

While the fundamental business processes between the two systems were similar, no two systems are identical. With respect to Sage 500 ERP and SAP, differences (both subtle and major) existed that, if not entirely understood by all employees, could cause major manufacturing and fulfillment problems.

In the words of Materials Manager Kate Getty, a key player on the implementation, "We were used to SAP – the Cadillac of ERP systems. It was very robust and allowed us to track many different types of data."

While Sage 500 ERP was a solid system, Getty notes that the system needed to be enhanced for Mar Cor. To that end, e2b teknologies would have to extend Sage 500 ERP to meet Mar Cor's critical business needs without affecting employee productivity or daily operations. Examples included:

- The development of many custom reports to mimic SAP functionality not provided in vanilla Sage 500 ERP.
- Implementation of the anytime 500 Supply Chain Suite which included dozens of critical manufacturing and distribution enhancements that made the transition from SAP to Sage 500 ERP much more manageable and critical for inventory tracking, work order management, and material requirements planning (MRP).
- Modifications to Sage 500 ERP for increased inventory traceability – related to lot tracking and recall – an FDA requirement.
- Enhancements to engineering change orders (ECOs) to mimic SAP's automated handling mechanism.

Issue-Free Go-Live

With such a tight timeframe, the team would have zero margin for error. After the kickoff conference, the team immediately began the project in earnest. It configured the system to meet Mar Cor's business needs, tested the configuration, began the grueling process of importing the data from SAP to Sage 500 ERP, and trained all employees from accounting, inventory, order entry, manufacturing, materials planning, and other areas on the new system functionality.

Mar Cor went live with Sage 500 ERP, without missing a beat, on August 2, 2007. This is simply an astonishing fact given the tight timeframe and number of required customizations. "e2b worked with us on our extensive customizations and made sure that we went live with the support we needed to be confident in the results," notes Getty.

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>
> Kate Getty,
> Materials
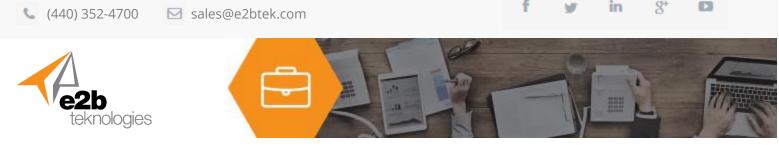> Manager
> Systems
> Maintenance

Additional Modules

Since going live, Mar Cor has deployed additional modules and created additional customized functionality to extend the power of Sage 500 ERP. "We've been taking the system to the next level from an operations standpoint," Getty explains.

With no choice but to move from SAP and onto Sage 500 ERP Mar Cor needed a strong partner with the expertise and resources necessary to meet the stringent deadline. "We had become accustomed to a certain level of functionality with SAP," reports Getty. "Thanks to e2b, we didn't have to a step back when we moved over to Sage 500 ERP."

Mar Cor uses the SingleSource SM-Plus service management system available for Sage 500 ERP to manage its North American service center operations including equipment repair and technician dispatching.

Mar Cor later implemented Anytime Collect accounts receivable collections software from e2b teknologies to streamline accounts receivable processes with automated collections activities. Mar Cor further streamlined its operations by implementing TrueCommerce EDI to automate electronic commerce transactions with customers and vendors.

Today Mar Cor is in the process of bringing its Saf-T-Pak sister company on board with Sage 500 ERP and Sage Saleslogix CRM.