



CUSTOMER SUCCESS STORY

CUSTOMER

IntegraMed America, Inc.

INDUSTRY

Fertility clinic services

LOCATION

Purchase, New York

Number of Locations

22

Number of Employees

720

SYSTEM

Sage MAS 500

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Alerts
- Cash Management
- Customizer
- DataPorter
- FAS Asset Accounting
- General Ledger

IntegraMed America Finds Fertile Answers in Sage MAS 500

After using Solomon accounting products for years, John Kearns knew everything there was to know about the software. The only problem was that it no longer met his needs.

Kearns is the controller at IntegraMed America, Inc., a national network of more than 100 physicians who help women with fertility problems become pregnant. IntegraMed provides finance, administration, information systems, marketing, and research services to fertility clinics. Growth has been averaging in excess of 20 percent, and in just seven years the company has grown from \$14 million to \$100 million.

"We reached a point where we'd have to reconfigure the entire system in order to stay with Solomon," Kearns explains. "I was also concerned about support and longevity of the platform now that it belonged to Microsoft. I'd been on Solomon so many years that I didn't know what else was available. So I took a fresh look at the marketplace."

**Quality Parentage**

Kearns wanted a known package from a reputable firm—"not a bunch of trunk slammers with a brand-new product," as he puts it. He also required a seamless interface with applications like Excel and Access. And it had to be easy to use, so he could roll the new system out to field people without too many obstacles.

"Sage MAS 500 ERP had a stable parent company, excellent product reviews, a strong installed base with customers around the world, and offered a complete suite of products for mid-range organizations like ours," he notes. "But just to be sure, we visited Sage Software's headquarters

CHALLENGE

Company had outgrown Solomon accounting system, and was concerned about support issues.

SOLUTION

Sage MAS 500 with complete suite of financial modules.

RESULTS

Field personnel can now perform their own data entry, saving two days in turnaround time and enhancing staff responsibility; better documentation and internal controls improve accountability to new federal requirements.

