



CUSTOMER SUCCESS STORY

CUSTOMER

Zee Medical Service of Reading, PA

INDUSTRY

First aid and safety supplies for the workplace

LOCATION

Reading, Pennsylvania

Number of Locations

One

Number of Employees

45

SYSTEM

Sage MAS 200

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Business Alerts
- Crystal Reports®
- Custom Office
- FAS Asset Accounting
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Sales Order
- Visual Integrator

Zee Medical Service of Reading, PA Gets More Than a Band-Aid

“America’s workplace safety expert.” That’s how Zee Medical Service of Reading, PA describes itself, being the nation’s largest van-based distributor of first aid and safety solutions to industry. Local distributors send out trucks to 300,000 manufacturing plants, construction firms, restaurants, hotels, and offices across the continent, fully equipped with everything from first-aid kits to safety glasses.



Zee Medical Service of Reading, PA, has been family-owned and operated for more than 25 years. Its vans visit up to 640 businesses every day. In addition to supplies, Zee Medical Service helps customers with specialty items like respiratory protection, machine guarding and hearing protection, and provides on-site training on 40 subjects including blood-borne pathogens, confined-space procedures and CPR.

Unfortunately, the old UNIX-based system the company had used for years was outdated, poorly integrated and not Y2K compliant. It lacked forecasting data or insights on individual customer buying patterns. It could not sustain company growth and serve Zee Medical’s needs for mobile order fulfillment or e-commerce.

Beyond Resuscitation

Each of Zee Medical’s 32 vans is a mobile warehouse. The better its inventory matches customers’ needs, the better its daily sales and the fewer back orders processed.

Vital Signs Strong

Zee Medical Service switched to a Microsoft Windows platform and Sage MAS 200 ERP (client/server)—and found everything it wanted and more. “Sage MAS 200 gives us the information we need for managing multiple warehouses, with the scalability to handle a higher volume of users on the

CHALLENGE

Secure a powerful, fully automated inventory management system that can handle the expanding demands of 32 “mobile warehouses” and a high volume of users.

SOLUTION

Sage MAS 200 with Inventory Management.

RESULTS

Strategic inventory management; timely delivery and backorders; eliminated down time; Improved productivity; enhanced customer service.



Your business in mind.

