

DAS Medical Increases Efficiency and Cuts Reporting Time by 50%

“We chose Acumatica primarily because we felt the most comfortable and confident with the NexTec team. Their knowledge of the product and our industry along with their willingness to learn our business made the difference.”

—Houston Lee, CFO, DAS Medical Holdings, LLC

WITH HEADQUARTERS IN ATLANTA and manufacturing facilities in the Dominican Republic, DAS Medical Holdings, LLC (DAS Medical) produces single use drapes and surgical equipment covers used by hospitals and medical facilities throughout North America. While some of its products are sold directly to hospitals, most of its inventory flows through OEM contracts with the equipment manufacturers themselves.

Starting small. Growing fast.

Founded in 2012, DAS Medical began operations using QuickBooks for accounting. However, as the company experienced rapid and significant growth, it soon outgrew QuickBooks' capabilities.

It was ready for a full Enterprise Resource Planning (ERP) solution that could support its manufacturing, inventory control, and Material Requirements Planning (MRP) requirements.



Customer Story: DAS Medical

Key Results:

- » New efficiencies allows the company to access and report on production data 50% faster than before
- » Unlimited user count encourages the company to extend Acumatica's functionality to more employees
- » The company has been able to substantially grow production volumes without increasing overhead
- » Robust financial controls and audit trail provide necessary confidence and security to a growing enterprise

"We knew we wanted a Cloud ERP," says Houston Lee, CFO for DAS Medical. "We're a small and growing company with multiple locations and without a dedicated IT staff. So, having a hosted ERP solution is ideal."

In search of the right solution

The company researched the major players in the Cloud ERP market, including Acumatica. A colleague recommended Lee speak with NexTec Group, citing their considerable experience in the industry.

"After learning about our operations, NexTec recommended we go with Acumatica," says Lee. "Its manufacturing, inventory control and MRP capabilities are right in line with what we need. Our confidence in NexTec is what ultimately convinced us we were making the right decision."

Unlimited users without paying more

While DAS Medical was using QuickBooks, the company had to limit its access to the software to avoid paying the high cost of additional user licenses.

Acumatica does not charge for user licenses. Instead, customers only pay for their transaction volume — with generous limits — making it attractive for companies to extend the solution to users throughout the organization.

"We love that with Acumatica, we can add as many users as we want without paying more," says Lee. "That allows us to open the solution to more of our staff, both at our headquarters and in our manufacturing facility. So, they get quick access to the data they need on their own. We find that we're adding new users frequently as we continue to realize how valuable the solution is."

Manufacturing efficiencies

Acumatica is in full use in the company's Atlanta headquarters and throughout its production facility in the Dominican Republic, where the solution's return on investment was both rapid and significant.

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“We've been able to ramp up our production volume without adding additional overhead,” says Lee. “Thanks to automated workflows in Acumatica, we've increased efficiency and cut the time it takes to report on production activity by over 50%.”

Previously the company tended to overstock critical components to ensure it didn't run short. “We didn't trust our inventory numbers before,” notes Lee. “But now, we've got confidence in our numbers and are able to keep our stock at optimal levels.”

With access to real-time production data, DAS Medical is able to respond quicker to customer inquiries, boosting service levels.

Financial insight and control

As CFO of DAS Medical, Lee appreciates the robust financial controls in Acumatica. “We have a small accounting department, so we value efficiency, but we also need robust financial controls including a solid audit trail. Acumatica provides that.”

In QuickBooks, the company struggled to get the reports they needed. With Acumatica, DAS Medical has gained quick access to the metrics and analytics that help it make strategic and timely business decisions — from cash flow predictions, to inventory stocking, to manufacturing planning.

Partner commitment makes the difference

Lee says he's continually impressed with the team at NexTec. “They have remained focused on our business's success from the start. I don't feel like they just sold us a product, they were building a long-term relationship. Even now, as we've been live almost a year, they continue to help us get the most value out of Acumatica — they're with us every step of the way.”



When choosing a Cloud ERP solution, Lee's advice is to look beyond the product to the partner standing behind the solution.

“Most Cloud ERP systems offer a lot of the same features,” he concludes. “The truth is, we chose Acumatica primarily because we felt the most comfortable and confident with the NexTec team. Their knowledge of the product and our industry along with their willingness to learn our business made the difference.”

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