Backed by NexTec and Acumatica, VetCare Canada Scales Nationally

"We were using an accounting software application built on Microsoft Dynamics GP, but we found it was not scalable — it simply couldn't keep up with our growth. We needed a complete technology solution that would support our entire operation and scale with us as we grow."

–Julien Gilbert, Corporate Controller, VetCare Canada

VETCARE CANADA acquires and operates veterinary practices, helping owners who are ready to transition out. The company operates multiple locations and is expanding rapidly. To scale efficiently, VetCare sought a financial management application that supports its complex multi-entity operations model. A comprehensive search led the organization to select NexTec Group and Acumatica Cloud ERP.

Replacing Underpowered Technology

"We were using an accounting software application built on Microsoft Dynamics GP, but we found it was not scalable — it simply couldn't keep up with our growth," explains Julien Gilbert, Corporate Controller for VetCare. "We needed a complete technology solution that would support our entire operation and scale with us as we grow."

Customer Story: VetCare Canada

VetCare

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Key Results:

- » Single ERP solution provides cross-enterprise functionality
- » Eight hours saved each week in reporting tasks
- » Knowledgeable partner provides strategic advice that maximizes ROI

- » NexTec-engineered interface with veterinary practice management software extends functionality
- » Robust multi-entity capabilities streamline and simplify complex accounting workflows

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VetCare engaged a large consulting firm to assist with the selection of their new ERP. The firm identified five viable ERP contenders for VetCare, including Microsoft Dynamics 365 Business Central, Oracle NetSuite, Sage Intacct, Infor and Acumatica.

"We seriously considered all five," says Gilbert. "But ultimately, we chose Acumatica. Acumatica offers the broad functionality we wanted in a single solution, including strong intercompany functionality, automatic balancing entries and the ability to integrate with our practice management software."

Partner Adds Value From the Start

NexTec was the technology partner recommended to implement Acumatica. "We liked NexTec from the start," recalls Gilbert. "Their product presentation was engaging and thorough, and they were able to address our questions right on the spot. They came into the demonstration well prepared. They had clearly done their research beforehand."

NexTec was able to migrate VetCare's historical data into Acumatica, and the quick go-live went smoothly. "It was a clean cutover," notes Gilbert. "We never stopped working."

VetCare is a young company, founded in 2015, and has grown through its acquisitions. "We're still testing and tweaking our processes to fit our growth model," says Gilbert. "NexTec is an asset to us as we mature. Their consultants are very knowledgeable and very supportive. They're committed to helping us get the most value out of Acumatica."

Simplifying Multi-Entity Accounting

Managing the accounting and operations for 35 separate legal entities is challenging, but Gilbert says that Acumatica simplifies the tasks involved.
"We're able to perform complex rollups

quickly, easily record transactions between companies, and perform consolidations based on regions or other attributes."

"NexTec is our ally. They understand our business and have even brought requests of ours directly to Acumatica for consideration. It's that clout, combined with the context-based advice, that makes NexTec a great business partner."

VetCare is experiencing an overall productivity increase thanks to the way Acumatica simplifies routine workflows and tasks. "I estimate that we're saving at least eight hours a week just in reporting tasks," says Gilbert. "Previously, some of our reports took 15 minutes or more to compile. Acumatica's reporting tools are fast and easy to use. As a result, we run reports more frequently and can manage the business more proactively."
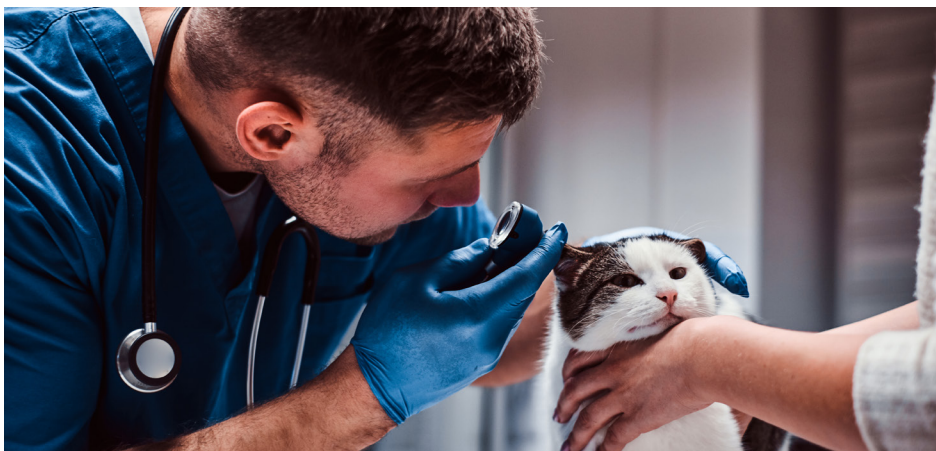
With NexTec's help, VetCare is preparing to launch the purchase requisition functionality, allowing users throughout the company to initiate requisitions and establishing the approval routings and rules associated with them. "It's another way we're managing all the pieces of our operation with one application," says Gilbert.

APIs Extend the Solution
VetCare selected Acumatica in part due to the solution's APIs, which allow it to integrate more easily with other applications. The company's clinics run veterinary practice management software, and VetCare would like to bring data from that software, including sales, inventory and costing information, into Acumatica. "NexTec will create that integration for us," says Gilbert. "It will be a big step forward for us and our vision of a single business management solution."

Once the integration is live, VetCare plans to extend the use of Acumatica to more users. "They'll be able to see the status of invoices, requisitions and process approvals," says Gilbert. "That wasn't possible with our old system."

Context and Clout
Gilbert sees the value in the partnership VetCare shares with NexTec. "What we gain with NexTec is context," he says. "We could get our product questions answered directly by Acumatica, but those answers would lack the context of our business."

He concludes, "NexTec is our ally. They understand our business and have even brought requests of ours directly to Acumatica for consideration. It's that clout, combined with the context-based advice, that makes NexTec a great business partner."

Contact NexTec Group
and take a tour of Acumatica to learn more.

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About the NexTec Group

NexTec Group is one of North America's largest and most experienced technology consulting firms, specializing in industry-specific solutions for mid-sized organizations. For nearly 30 years, NexTec has been a trusted partner to businesses, delivering, implementing, and supporting the core Enterprise Resource Planning (ERP) and Business Intelligence (BI) solutions they need to scale and grow. With seasoned consultants from coast to coast, and a premium portfolio of innovative business management solutions including Acumatica, we help you get the most out of your technology investments. Visit www.nextecgroup.com or follow us on LinkedIn.

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