

# Axis Global Partners Provides Endless Business Intelligence Possibilities for Organ Recovery Systems

## SUCCESS STORY

**Industry:**  
Medical Device

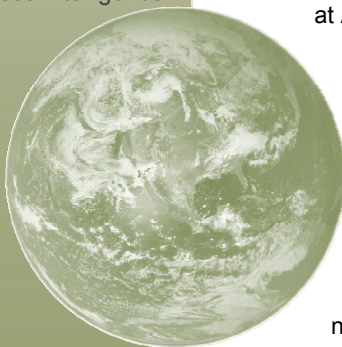
**Company:**  
Organ Recovery Systems, Inc.  
www.organ-recovery.com

**Opportunity:**  
Organ Recovery Systems implemented Sage ERP Accpac to help them with their accounting process, but they found they needed to streamline their data gathering to give senior management and sales better access to their operational data.

**Solution:**  
Axis Global Partners installed a Business Intelligence solution that integrated directly into their Sage ERP Accpac system.

**Results:**  
Organ Recovery Systems' has significantly reduced the amount of time they take to collect operational and financial data and are better equipped to make the best decisions for the future of their company. The sales team is now empowered with real-time information that allows them to maximize every sales opportunity.

**System:**  
Sage ERP Accpac  
ClickBase Business Intelligence  
Pacific Technologies  
Purchase Workflow  
Orchid Process Scheduler & Information Manager  
Wellspring  
PrintBoss



Organ Recovery Systems is the world's leading provider of clinical products and services for the transplant community in regards to donor organ preservation, evaluation, and recovery. Based in Chicago, and with headquarters located in Brussels and a South American office in San Paolo, the company supports over 100 leading transplant programs in 17 countries with its LifePort Kidney Transporter and family of organ preservation and flush solutions.

After experiencing significant growth and expansion in products, markets and revenue; Organ Recovery Systems decided that they needed to implement a Business Intelligence (BI) solution to give them better access to their operational and financial data. Lisa Kieres, Chief Financial Officer for Organ Recovery Systems explains, "We operate on multiple databases, currencies, and within international locations therefore analyzing and organizing data into manageable information is cumbersome to say the least. We wanted to completely get our arms around our business information in order to make the strategic decisions based on detailed product and market information. As we grew it was becoming more important to be able to segment the business figures in a much more detailed, sophisticated and meaningful way."

### From Good to Great - Implementing Business Intelligence Brings Organ Recovery Systems Exceptional Health

Once the decision to implement a BI solution was made, Organ Recovery Systems naturally reached out to their trusted advisors at Axis Global Partners - a consulting firm specializing in the implementation and support of business management software solutions. Having worked with Axis previously for assistance with their Enterprise Resource Planning (ERP) solution, Lisa was sure they had the knowledge and expertise necessary to complete such a

complex implementation. "Axis is a great partner for us because of their accounting background and business expertise. They provide guidance on financial reporting and inventory management best practices; they also know how to configure our accounting software to help us manage our business more efficiently, which is a great asset to us."



Going into the project, Organ Recovery Systems had two specific goals in mind. First, they wanted to streamline information gathering and give senior management access to true and complete information in regards to their products, markets, and growth. Second, they wanted a user-friendly tool that their sales teams could utilize to view pertinent data. Lisa explains, "I think a common problem for many companies is that the sales people and accounting staff use different numbers and data, leading to a 'disconnect' of information. The great thing about Business Intelligence is that it pulls the applicable information directly out of our Sage ERP Accpac (accounting) system, allowing sales and leadership to see the same data that our accounting department and upper management rely on."

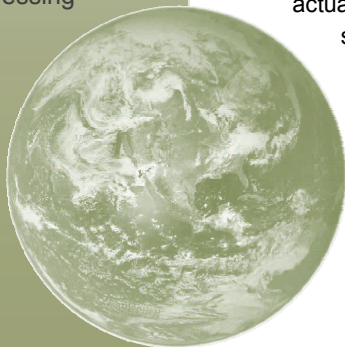
Tony Chiodo, Partner for Axis Global Partners notes, "While their primary goal had been for the benefit of the accounting and finance departments, I think they're finding that their secondary goal of providing better data to the sales team has been even more beneficial than they anticipated. We are noticing that the sales personnel are finding the BI system useful in addition to the accounting department! In fact, we're planning to take the sales people through a 3 day training course to help them understand it even better and take ownership. That's the great thing about BI - you may have one thing in mind, but it will surprise you with how much more it can provide."



“The team at Axis Global Partners has been invaluable to us. We can rely on them for both assistance in strategic decision making, as well in training on the software. We could *never* do these kinds of projects without them or reach the level of success that we have.”

**Axis Global Partners** is a team of certified business consultants serving small to mid-sized businesses throughout the United States, Canada, Latin America and the Caribbean. We improve our clients' top and bottom lines with automation solutions that increase profits, decrease costs and pay for themselves in the shortest period of time possible.

Our company is led by industry experts specializing in business processes and solutions. We brainstorm all possible improvements to fit your business needs and close the gap between potential and actual performance. We inspire trust by taking responsibility, acting ethically and encouraging honest and open discussion while focusing on your most pressing challenges to deliver innovative and effective solutions.



Despite the complicated nature of their business, the implementation went very well. “We spent a lot of time up front with Axis Global Partners seeking to thoroughly understand our data and how we were using Sage ERP Accpac, so that we could develop the right kinds of BI analysis,” reflects Lisa. “I believe this collaboration and extensive pre-planning directly led to the success we achieved. That’s one of the great things about Axis as a company. They will get down in the trenches with you, help you do the prep work and develop the right strategies, and then implement and configure the software exactly how you need it.”

One of the ways in which Axis helped Organ Recovery Systems the most was in reducing the amount of effort it took to view data. Tony explains, “The period end process was very labor intensive and took an inordinate amount of time because they were forced to use a bunch of disconnected Excel worksheets for analysis. We sought to help them establish a common ground within their information. This included developing queries that put their evolving sales figures into a consistent format; as well as helping them bring together their operating entities, each with separate records and different currencies, by normalizing the numbers into a U.S. dollar based upon an exchange rate used for each period.”

Organ Recovery Systems' new Business Intelligence tool has revitalized their data access and improved the way in which they can view and use it for decision making. A great example of this is in their annual budgeting process. “I was able to go back over the previous two years' budgets and actuals to create meaningful metrics; segmenting our business along products and geography that led to an impactful data analysis. I then easily communicated this information in a way that had never been possible before,” says Lisa. “With such clear and understandable information, we are better

equipped to make the best decisions for the future of the company.”

### **An Endless World of Opportunity Awaits...**

As satisfied as they are with their new Business Intelligence solution, Organ Recovery Systems has only begun to scratch the surface of what they can achieve with it. Matt Copithorne, Director of Sales & Market Development at Organ Recover Systems comments, “Prior to working with Axis, compiling data for any sales reporting or forecasting was cumbersome to say the least. Our sales have seasonal fluctuations. The business intelligence solution has empowered us to compare data from different time periods over multiple years and look at what we actually sold compared to the past. Sales forecasting used to be an art for us and now it truly is a science and giving us maximum results.” Dave Yurik, Sr. Software Specialist for Axis Global Partners comments, “The best thing about Business Intelligence (BI) is that in addition to giving you access to the data you know you need, it gives you new ideas about even more information that you hadn't previously considered. While Organ Recovery Systems is thrilled with the functionality, there is so much more that they haven't even ventured into to yet! Just getting started with BI will open the door to a whole world of information, reporting and strategic decision making that you never thought possible.”

Lisa continues to praise Axis, “As the CFO, I have been pleasantly amazed at the far reaching impact that this tool has had on our entire organization. It has become a fundamental part of the way we work, make decisions, communicate, and run our business. Even better, everyone in the organization can access the information they need without spending a half day making a spreadsheet. The team at Axis Global Partners has been invaluable to us. We can rely on them for both assistance in strategic decision making, as well in training on the software. We could *never* do these kinds of projects without them or reach the level of success that we have.”