



Axis Global Partners Breathes New Life in to Organ Recovery Systems' Software and Processes

SUCCESS STORY

Industry:
Distribution

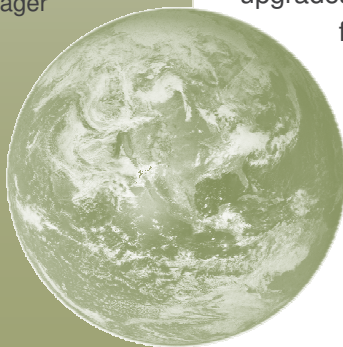
Company:
Organ Recovery Systems, Inc.

Opportunity:
With an outdated system, inefficient inventory systems and manual processes, Organ Recovery Systems needed an expert to help them get streamlined and automated.

Solution:
Axis Global Partners redeployed Sage Accpac ERP, automated their GL consolidations and financial reporting and reconfigured their inventory management program and process.

Results:
Organ Recovery Systems' financial and inventory management processes are automated reducing time spent on month end procedures and manual data entry.

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



Organ Recovery Systems (ORS) develops medical devices, chemical solutions and techniques to improve the process by which cells, tissues and organs are treated from the time of donation to the time of transplantation. Their initial product, the LifePort® Kidney Transporter provides a sealed, sterile and protected environment where a chemical solution is gently pumped through the kidney at cold temperatures to minimize tissue damage while the organ is in transit. According to results from the landmark Machine Preservation trial published in the *New England Journal of Medicine* in 2009, the use of a LifePort can reduce the odds of experiencing a delay in recovery of kidney function by 43 percent. In addition these kidneys are 48 percent less likely to fail within a year compared to those stored in a traditional box of ice.

Organ Recovery Systems' Software Needs a Transplant

Understandably, a high level of detail and maximum efficiency are very important factors for Organ Recovery Systems' business. Therefore, when they had experienced significant growth in their business they determined upgrades and updates were necessary for their Sage Accpac ERP software. Kerrie Trebonsky, Corporate Controller at Organ Recovery Systems recalls, "We needed upgrades and someone to help us expand the functionality of our inventory



system. We knew we weren't getting the most out of it and wanted to be able to better track our costs in a more automated manner."

Axis Delivers Functionality and Automation

Organ Recovery Systems reached out to Axis Global Partners for help. "When Organ Recovery Systems called us it was apparent they wanted to more fully utilize their Sage Accpac ERP system to accommodate their growth," said Tony Chiodo, Partner at Axis Global Partners. "The first step we took was to sit down with key members of management and users to assess their business needs and processing requirements. Based upon these findings Axis created a roadmap to redeploy Sage Accpac ERP in order to optimize its impact on their operations."

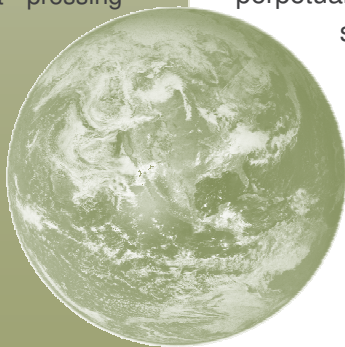
Financial statements and consolidations were identified as the main manual areas that would free up the most significant resources for Organ Recovery Systems' staff. Axis created a complete set of automated



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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.



financial statements and deployed GL Consolidations in order to streamline their processes and help them realize this benefit.

“With three business units in the U.S. and one in Belgium, our financial reporting was complicated,” explained Kerrie. “Trying to consolidate two different forms of currency can be complex. However Axis was able to design statements for us within Sage Accpac ERP rather than using a manual system. This has made us much more efficient and eliminated an entire day from our month end processes. This new financial reporting process allows Organ Recovery Systems to finalize our work and report to the CFO quicker, in turn allowing for faster analysis and reporting to the CEO and board. The efficiencies gained by vastly improving our reporting capabilities enables our company to make faster and better decisions.”

Inventory management was another area upgraded as ORS’s packaging and offerings expanded. Axis implemented unit of measure conversions and provided training so they were able to accurately track perpetual inventory which resulted in a substantial time savings.

Organ Recovery no longer has to research and re-key information to get true inventory numbers because of this improvement.

Axis also implemented budgeting, pricing, and re-implemented a product that performs basic database maintenance and reporting overnight. Kerrie explains, “All of the changes streamlined data entry, improved efficiencies, and increased accuracy which allows us to meet our customers’ demands more timely and efficiently. We found it incredibly helpful that the Axis team had an accounting background, understood reporting requirements and how inventory should work.” Lisa Kieres, CFO for Organ Recovery Systems comments, “Axis Global Partners are accounting software rock stars! They are easy to work with, professional, responsive and helpful – always willing to work with us when we have a question or problem.”

With updated systems, a better trained staff and automated processes, Organ Recovery Systems is poised to support their growth. They plan to implement Business Intelligence and CRM Software in the future helping to ensure their growth and adaptability in today’s competitive business environment. They are counting on Axis Global Partners to deliver the same dramatic results with these business management solutions that will help their company continue to deliver great service and value to their customers.