



## **Mediflow Inc. Goes Global With BusinessVision 32**

### **Background**

Mediflow Inc. manufactures water based pillow and back rests. Their mission is to make the company and its products a household name around the world, by establishing its patented Mediflow water based pillow as the pillow solution for the prevention and relief of neck pain and associated headaches.

Mediflow has a corporate office and three warehouses. It markets its products to medical and health distributors and to the general public.

### **The Challenge**

The existing technology at Mediflow was well behind the times. Inventory was out of control; there was no bill of materials process; and they needed to replace their antiquated DOS accounting system. A new financial management system had to be easy to use, give them total control over the manufacturing process, link directly to the financial system and give them immediate reporting for management decision making support.

During the needs analysis phase of the project, they placed a high priority on implementing a costing system that would provide real-time pricing information, and an inventory control process that would give them immediate information about their inventory at the main location and at their off-site warehouses.

From a technology perspective, the company needed a Windows 2000 server backbone with 5 high speed workstations, web access, e-mail and updated office systems.

### **The Solution**

Paul Rhodes, the President of Mediflow, put together a high level management team to define the scope of the project, carry out a needs analysis and select a business management system to handle the company's requirements. The project started in February 2000. Two solutions were considered; ACCPAC for Windows and BusinessVision 32.

In May of 2000 the decision was made to implement BusinessVision 32. E-com Accounting Solutions Inc., under the leadership of Frank Biamonte, was selected as the BusinessVision Authorized Training and Support Organization (ATSO) to implement the system. The system went live in October 2000.

BusinessVision 32 was chosen because of its uniquely advanced technological features and its eighteen fully-integrated modules. It delivers a robust, industrial-strength, business management and accounting system for today and tomorrow's business environment. The ability to easily create custom reports using Crystal was another defining factor in the selection. Looking ahead, Mediflow will also be able to use e-BusinessVision to provide a full e-commerce solution as their business expands in a world without borders.

The system was implemented in two phases. In the first phase, the inventory and bill of material segments were implemented. When these were up and running, sales, purchasing, order entry and the general accounting functions were added to complete the integrated real-time financial system.

### **The Bottom Line**

In a few months, Mediflow moved from an antiqued DOS accounting system to a state-of-the-art 32 bit Windows solution. According to CEO Paul Rhodes "All of our expectations were met with the implementation of BusinessVision 32. We now have total control over our inventory, and our team has constant access to real-time management information. We now get information that was previously unavailable or difficult to obtain, and we can make key business decisions based on current information. Now we are focussing on growing our sales and developing new marketing campaigns."

The Mediflow Inc. story clearly illustrates how BusinessVision 32 enables small to mid-sized manufacturing companies implement technology to manage many of the processes which are difficult to control in that environment. It is also a good example of how the intelligent use of a leading edge financial management system like BusinessVision 32 can help a company control and grow its processes.