

CUSTOMER SUCCESS



## Large Not-for-Profit Hospital Increases Efficiencies With Sage FAS

Since 1967, Hickory, N.C.-based Catawba Valley Medical Center (CVMC) has built strong relationships with the people, businesses, and communities throughout the state’s Catawba Valley. The region’s largest not-for-profit community hospital, it has 258 beds, 15 physician practices, and 1,100+ employees, and its centers of excellence include mother & child services, comprehensive cancer care, rehabilitation, and neurosciences.

CVMC maintains more than 15,000 asset records, with a net book value in excess of \$61 million. Its average monthly acquisitions exceed \$600K.

For many years, the hospital used GBA Systems’ FAMSOL product on an AS/400 environment. In 1997, the hospital decided to move to client/server technology. Although FAMSOL was an adequate application, GBA Systems did not offer a client/server version at the time.

Because the shift from AS/400 to client/server would involve implementing new computer systems throughout the hospital, few resources were available for placing an automated fixed asset system in service. To be as cost-effective as possible, CVMC purchased fixed asset software from the company that provided its financial, human resource (HR), and payroll applications—a well-known ERP system.

Unfortunately, the new product did not meet the needs of its finance department. “It was cumbersome to use, and didn’t provide a report writer,” explained Jill Kight, cost analyst for CVMC. “Among other things, cloning and disposing of assets required several steps and screens, and there were few user-defined fields available for searching.”

So, CVMC began the search for a total fixed asset management solution to meet its needs.

**A complete solution**

The primary user of CVMC’s fixed asset solution needed to be able to set up the database and companies, and import data. In addition to being cost-effective, flexible, and reliable, the new software had to provide a friendly user interface.

Sage Software’s FAS Asset Accounting solution fit all of CVMC’s needs. “Once our IS team installed the software, the primary user was able to set up companies and databases as soon as the data import was performed through an Excel spreadsheet,” said Kight.

**Customer:**

Catawba Valley Medical Center

**Industry:**

Not-for-profit community hospital, serving a five-county area

**Location:**

Hickory, North Carolina

**Number of Locations:** One

**System:**

**Sage FAS 500 Fixed Assets**

- FAS 500 Asset Accounting
- FAS Report Writer

**CHALLENGE**

Find a total fixed asset accounting solution that provides reporting robust capabilities, and allows for easy data import and export.

**SOLUTION**

FAS Asset Accounting—part of Sage FAS Fixed Assets, the industry leading fixed asset management solution.

**RESULTS**

Reduced time spent on asset tracking and recording by about a third. Continue to save time with automated reports and annual product updates.

**Comprehensive data fields**

The FAS Asset Accounting module's friendly GUI interface is one main reason CVMC selected it. Added Kight, "All the information fields for an asset appear on one screen, so there's no jumping [around] to perform asset record maintenance. And because The GUI interface is both mouse and keyboard driven, users can very efficiently interact with the software."

In addition to a user-friendly interface, Sage FAS includes numerous data fields, plus several user-defined fields, so CVMC's financial team can track any fixed asset information they might need. "The Sage FAS Group Manager allows us to establish groups of assets based on the information in any one of those fields. This feature is a huge benefit when searching and reporting."

**Powerful reporting capabilities**

Speaking of reporting—Sage FAS offers CVMC several reporting advantages. Kight added, "There are many standard reports available, and FAS Report Writer is also available. Users don't need to be familiar with Crystal to create reports, because Sage FAS Report Helper walks you right through the set-up process. It's the easiest, fastest report writer I've ever used."

In addition to being easy-to-use, FAS Report Writer provides great flexibility. "Users can pull any fixed asset information in the database, and sort and group it in any manner needed. Flexibility often comes with a price—complexity. That's not true with Sage FAS Report Helper," said Kight.

Using FAS Asset Accounting, CVMC's finance department can also set up its own depreciation methods for unusual circumstances. The solution also provides a replacement value feature that helps the hospital determine insurance needs.

"Sage FAS provides asset templates, asset replications, and bulk transfers and disposals, all of which reduce the time spent entering data," said Kight. Additionally, Sage Software saves CVMC time by sending annual product updates through its Sage FAS SupportPlus service.

*"Sage Software truly understands that we're in the healthcare business—not in the business of implementing software systems. Sage FAS paid for itself in the first year of use, and we estimate that using the software has reduced the time spent on asset tracking and recording by about a third. Plus, because Sage FAS is so dependable, we don't have to spend our time on the phone with support."*

Jill Kight  
Cost analyst for CVMC  
Catawba Valley Medical Center

**Efficient, dependable software**

"Sage Software truly understands that we're in the healthcare business—not in the business of implementing software systems," said Kight. "Sage FAS paid for itself in the first year of use, and we estimate that using the software has reduced the time spent on asset tracking and recording by about a third. Plus, because Sage FAS is so dependable, we don't have to spend our time on the phone with support."



End-to-end solutions. Expert advice.  
Ongoing support. That's Sage 360°.

Sage Software supports the needs, challenges, and dreams of 2.8 million small and mid-sized business customers in North America through easy-to-use, scalable and customizable software and services. Sage Software is a subsidiary of The Sage Group plc, a leading international supplier of business management software and services formed in 1981 and listed on the London Stock Exchange since 1989.

2325 Dulles Corner Boulevard  
Suite 800  
Herndon, VA 20171  
800-368-2405  
www.sagefas.com

**sage**  
software  
Your business in mind.

©2008 Sage Software, Inc. All rights reserved. Sage Software, Sage Software logos and the Sage Software product and service names mentioned herein are registered trademarks or trademarks of Sage Software, Inc., or its affiliated entities. All other trademarks are the property of their respective owners. 5FAS005 08-06776/0208