



CUSTOMER SUCCESS STORY

CUSTOMER

Oakland Anesthesia Associates, Inc.

INDUSTRY

Medical anesthesia practice

LOCATION

Ellwood City, Pennsylvania

Number of Employees

15

SYSTEM

Sage BusinessWorks

Modules in Operation

- Accounts Payable
- General Ledger
- Cash Management
- System Manager

Anesthesiology Practice Puts Old Accounting Software to Sleep

Even though anesthesiologists spend much of their waking time putting surgical patients to sleep, the administrators of Oakland Anesthesia Associates, Inc., realized that their accounting software was behaving as though it were anesthetized, as well.



Old System Code Red

Because their existing accounting software was unable to generate the reports they sought, Oakland Anesthesia staff members had to export data to a Microsoft Excel spreadsheet, involving a significant amount of re-keying. By the time Brian MacMurdo was hired as business manager of the group practice, Oakland Anesthesia had been struggling with the old accounting software for nearly six years.

“The practice was using an antiquated accounting package that was anything but user friendly,” says MacMurdo. “The software had very few options for configuration of financial reports, and income statements could be presented only in a very rigid format.”

The old software was inflexible not only in its report-formatting capabilities, but also in its data-entry functions. “If I made an error using the old system, I could plan on spending another two hours fixing the program,” says MacMurdo. His patience exhausted, MacMurdo began looking for an accounting package to accommodate the needs of Oakland Anesthesia Associates.

A Healthy New System

After Oakland Anesthesia’s independent accountant suggested Sage BusinessWorks 50 Accounting and MacMurdo saw it in operation, he was convinced. He was

CHALLENGE

Replace inadequate accounting system with a more advanced business solution that has the power and flexibility to streamline financials and provide flexible reporting.

SOLUTION

Sage BusinessWorks financial modules.

RESULTS

Streamlined automation of accounting; easy, intuitive interface; increased efficiency; superb, flexible reporting; accurate records and reliable data; improved forecasting and strategic planning.



Your business in mind.

"Sage BusinessWorks has made my life much easier. It gives you clear, concise instructions that prevent you from making errors. If you can balance your checkbook, you can use Sage BusinessWorks."

—Brian MacMurdo
Business Manager
Oakland Anesthesia Associates, Inc.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



thrilled when he found that the report flexibility he admired in Sage BusinessWorks was even better than he imagined.

"I couldn't believe it when I saw the many report options in Sage BusinessWorks. Even better yet, all the report formats I needed are standard in Sage BusinessWorks," grins MacMurdo. He uses Sage BusinessWorks to generate check reconciliation, trial balance, month-to-date, year-to-date, and quarter-to-date income statement reports. "Sage BusinessWorks gives me the ability to compare periods as a means of tracking business performance. Check register reports provide information on every check we've written. And invoice distribution reports, which show distribution by vendors, are extremely helpful. We also use the Bank Transactions Report to view our cash assets at a glance," MacMurdo adds.

Even more important, he notes, is the ability to customize fields within reports. "We have been able to separate a few income items from our regular practice income simply by creating a couple of new fields. It's that easy!"

But in MacMurdo's view, Sage BusinessWorks really shines when performing routine transactions. "The old system required re-entry of the chart of account number every time we entered a transaction with each supplier, even for invoices that recur every month. Sage BusinessWorks records the chart of account information automatically," he says. "Yet, if it's necessary to change an expense category applied to an account, that's easy to do." Sage BusinessWorks also can conduct a cash flow analysis, to determine the amount of cash needed to pay pending vendor invoices based on different selection criteria.

MacMurdo has come to rely upon Sage BusinessWorks not only as a means of recording financial transactions, but also as a planning tool. "Because it's very easy to create a proforma income statement with Sage BusinessWorks, we use it to produce business projections, he explains. "Sage BusinessWorks has raised our confidence in the integrity of the projections we forecast, and has better informed Oakland Anesthesia Associates about allocation of staffing and other long-range business decisions and adjustments. And that's all a manifestation of the superior reporting capabilities of Sage BusinessWorks."

MacMurdo says he's become effective in those advanced accounting functions by virtue of the simplicity of Sage BusinessWorks and by its well-conceived help prompts. "Sage BusinessWorks has made my life much easier" he raves. "It gives you clear, concise instructions that prevent you from making errors. If you can balance your checkbook, you can use Sage BusinessWorks."