



Profile: Post Glover Lifelink

“Getting up and running was so easy and straightforward. Not all systems are designed that way.”

Post Glover Lifelink, located in Erlanger, Kentucky, is one of the largest independent power system manufacturers in the world. Founded in 1957, the company was a pioneer in electrical isolation systems for hospitals. Today the bulk of Post Glover LifeLink’s sales are isolated power panels which provide clean power to operating rooms and are critical in ensuring patient safety during surgery.

Originally a division, Post Glover LifeLink was spun out on its own after substantial growth over a five-year period. With the new independence, the company gained the freedom to research and purchase its own ERP solution. “We immediately began identifying systems to meet our needs and budget,” said Joe Tanner, vice president of finance. “For one thing, we had so many offline spreadsheets. We knew we needed to eliminate all that. Also we were aiming for increased communication between departments.”

The company invited several vendors in to present product demonstrations, including Great Plains and Navision, before narrowing the choice to three finalists. Ultimately Exact Macola ES®, an ERP solution aimed at mid-market North American manufacturers, was selected.

“After reviewing each finalist in great detail, we saw that Macola gave us more flexibility and user-friendliness,” said Tanner. “Those were huge points for us given where our employees were at the time. We needed an inviting package to draw people in.”

Post Glover LifeLink launched Exact Macola in April 2005. It was a surprisingly smooth process with no real challenges. “It was by far the easiest package to implement, so easy and straightforward. Some systems just aren’t designed that way,” said Tanner.



Business Issue

A leading power system manufacturer was spun off from a larger company. The new entity sought to implement an ERP solution that would automate back office with a longer term goal of integrating with the front-office.

Impact

With streamlined back-office processes, Post Glover Lifelink gained tighter control over inventory and increased communication.

Solution

Exact Macola ES® provides the company with a cost-effective back office system that employees readily use. Exact e-Synergy® will address the company’s CRM and workflow needs.

Results

- Tighter control over inventory
- User-friendly system for employees
- Greater communication



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An important feature for Post Glover LifeLink is the bill of materials capability. "Previously the data was only in Excel," said Tanner. "Now with Macola we can determine our inventory based on the bill of materials. It's very powerful. We like to keep inventory under control."

Tanner continues, "We do a full inventory in September and March. We had been doing well, within a small percentage variance. However this past time the variance was just \$29."

"Macola gave us more flexibility and user-friendliness"

I was shocked we were that close. It's an outstanding accomplishment." The accuracy translates into no missed shipments of highly critical parts.

Currently ten employees are up and running on Macola. "Some people are in it every day. It's where they get their information," says Tanner. How have employees responded to the new system? "Last month I asked some of our employees how they're feeling about it after eight months," said Tanner. "For most, it's a non-event. 'This is just what we do now,' they say."

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In the near term, Post Glover will explore returns material functionality. "Our system right now is manual. We want to tighten up the process and be sure nothing falls through the cracks," he comments.

From the beginning, Post Glover LifeLink sought a comprehensive system to run across the business, tying together the back and front offices. The next step toward that vision will happen by summer 2006. Post Glover LifeLink will implement Exact's e-Synergy[®], a Web-based business management solution that is integrated with Exact Macola.

Tanner notes that the company will look to tap e-Synergy's powerful workflow and CRM capabilities. "I like that CRM will be integrated with eSynergy. I think it'll be a fantastic tool."

For more information, please visit Exact Software North America at www.exactamerica.com or Post Glover Lifelink at www.postgloverlifelink.com.