



CUSTOMER SUCCESS STORY

CUSTOMER

Gulf Coast Regional
Blood Center

INDUSTRY

Non-profit blood center

LOCATION

Houston, Texas

Number of Locations

12

Number of Employees

625

SYSTEM

Sage MAS 500

Modules in Operation

- Customizer
- eExecutive
- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Inventory Management
- Purchase Order
- Inventory Replenishment
- Warehouse Management

Gulf Coast Regional Blood Center Gives Gift of Life

Gulf Coast Regional Blood Center is one of the largest non-profit community blood centers in the United States. Serving more than 200 healthcare institutions in a 24-county region in Texas, the organization conducts about 5,000 mobile blood drives every year. To meet blood supply needs, it must collect a minimum of 800 donations a day.

The Blood Center performs eleven different tests on every unit of blood collected, including nucleic acid testing (NAT) in order to detect infectious diseases such as HIV and Hepatitis C. It also operates the American Association of Blood Banks (AABB), an accredited program in blood banking technology.

Anemic Information Systems

As early as 1997, Gulf Coast Regional Blood Center began searching for a new business system. The existing system was anemic and underpowered, offering only bookkeeping basics rather than the full-fledged accounting and management functions required by a \$60 million organization.



Darrell Groves, director of business operations, created a software selection committee with staff members from the Accounting, Materials Management, and Information Systems sections of The Blood Center. The goal was to find a modular package with customizable screens for segregation of duties within the center's diverse groups. Automated inventory management was a must, as was open architecture for future integration with other systems. Furthermore, the new system had to interface with specialized software that tracks and allocates the costs of blood collection. "We wanted to be able to look under the hood of our organization," explains Groves, "to fine-tune it for even better efficiencies."

CHALLENGE

Acquire an advanced financial management system with the integrated inventory, accounting, and analysis capabilities to effectively manage a \$60 million organization.

SOLUTION

Sage MAS 500 ERP financial and distribution modules.

RESULTS

Automation and integration of all business functions; 50 percent increase in supply management efficiency; substantial reduction in accounts Payable staffing; greater cost control with separate supply stores.

