



## Sage MAS 200

### CUSTOMER

## Berks Visiting Nurse Association

www.hhcminc.org

### CORPORATE PROFILE

#### Headquarters

Wyomissing, PA

#### Type of Business

Home Health Care Provider

### SYSTEM PROFILE

#### Computer System

- Microsoft Windows 2000

#### Sage MAS 200 Modules

- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- FRx Financial Reporter
- Visual Integrator

# House Call Brings Success To Berks Visiting Nurse Association

For nearly 100 years, Berks Visiting Nurse Association has provided quality, personalized in-home care to those in need. With its 450 employees, Berks serves 13 counties in southeastern Pennsylvania. As one of the largest regional providers in the state, Berks is unique in that it is an independent agency, not affiliated with a hospital or health care system. Berks' nurses and staff offer a full range of services, including telemonitoring, private duty home health care, and hospice services.



### The Call For Help

For years, Berks relied on industry-specific health care software to support its medical billing, accounts payable, and financial reporting needs. In 1999, the software provider announced they would no longer offer a general ledger solution. Berks would be forced to start over with a new package. Vice President of Finance Terry Gordon, and Accounting Coordinator Sherry Endy spearheaded the search for a replacement.

As a not-for-profit agency, Berks relies on grants and community funding efforts to support its operations. The software selected must have a sophisticated yet

easy-to-use general ledger package, to enable it to segregate postings by department, and to allocate funds from various sources. The agency is accountable to various oversight boards, each of which had specific financial reporting requirements.

Sage MAS 200 was selected for its user-friendly Windows interface, and for the strength of its General Ledger and financial reporting features. "We appreciated that Sage MAS 200 was modular, so we could buy just the functions we needed," says Gordon. "It fit both our needs, and our budget."

Gordon soon found that the reseller from whom they purchased Sage MAS 200 unresponsive. He felt his agency was not receiving the level of service and

#### CHALLENGE

Replacing DOS based legacy software lacking general ledger functionality. Simplifying the time-intensive data entry tasks. Finding a responsive business partner.

#### SOLUTION

Sage MAS 200 with GL, AP, AR, Bank Reconciliation, and FRx. Training, support, and customized import utilities provided by Keystone Software Solutions.

#### RESULTS

AP import saves 8 hours each month. Direct import into GL from billing system reduces data entry and improves accuracy. Timely, accurate, and flexible financial reports.

"I was impressed by  
Keystone's technical  
knowledge, and by their  
customer service focus"

Terry Gordon  
Vice President of Finance  
Berks Visiting Nurse  
Association

support they deserved. Adding to the problem, the custom programming firm hired to create imports from the billing software into Sage MAS 200 was unable to deliver.

Gordon called Keystone Software Solutions who had previously worked with Berks on network-related projects. "I was impressed by Keystone's technical knowledge, and by their customer service focus," says Gordon.

### Efficiency Knocks

Keystone reviewed Berks' processes and immediately made several recommendations to speed processing and improve efficiency. Keystone developed an import utility using the Sage MAS 200 Visual Integrator module to import transactions from the medical billing software into the Sage MAS 200 General Ledger module. Once imported, the transactions are reviewed and edited if needed before they are posted. This change brings huge returns to Berks. No longer is time invested in rekeying data already present in the billing software. General Ledger data is now updated more frequently, providing

accurate data at any time of the month. No longer is there a rush to ensure all transactions are entered prior to producing financial statements.

Berks purchases the majority of its supplies from a single vendor, resulting in literally thousands of invoices a month. Keystone designed a second sophisticated import utility to bring data into Accounts Payable. Now, those invoices are emailed to Endy, who imports the files, saving eight hours of data entry each month, and eliminating data entry errors. Keystone delivered a comprehensive user manual for both the import utilities. Users can refer to the manual to answer most questions, and it can serve as a training tool for new users.

Gordon knows it takes more than a flexible and reliable accounting software like Sage MAS 200 to address complex business needs. It requires a knowledgeable and experienced business partner, like the one found in Keystone Software Solutions "Keystone told us what they could do for us, and delivered it."



## KEYSTONE SOFTWARE SOLUTIONS

• Sage MAS 500 • Sage MAS 200 • Sage MAS 90 • Sage BusinessWorks • Sage FAS  
• ACT! by Sage • NEEDS ANALYSIS • PROJECT MANAGEMENT • IMPLEMENTATION • TRAINING • CUSTOM  
PROGRAMMING • SUPPORT • ACCOUNTING, DISTRIBUTION & MANUFACTURING SYSTEMS • CUSTOMER  
RELATIONSHIP MANAGEMENT • FIXED ASSET MANAGEMENT



(800) 289-9109

[www.keystonesoftware.com](http://www.keystonesoftware.com)