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Eagle Prescribes MAS 200, FAS and FRx Blythedale Children's Hospital's System Prognosis Is Excellent

The humble beginnings of Blythedale Children's Hospital date back to 1891, when a group of women from the New York Ethical Culture Society began visiting shut-in children in New York, supplying them with clothing, food, and medical attention. Before long, benefactors noticed the group's tireless work and donated a home to the cause. In 1913, the home admitted its first young patients, establishing a tradition of benevolent care that continues to this day.

Today, Blythedale Children's Hospital of Valhalla provides comprehensive pediatric and rehabilitative services to the children of New York State. In the modern facility, hundreds of doctors, nurses, therapists, and teachers care for each child's special medical needs. While it maintains affiliations with other area hospitals to provide some specialty services, Blythedale is unique in that it is the only independent, freestanding children's hospital in New York.

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Ailing Software

A large mainframe computer runs the hospital's medical billing program, and until recently hosted the hospital's general ledger and payables programs. Valerie Vitolo, Blythedale's director of finance, got the word that their software vendor was no longer supporting the financial and payable portions of the program. She quickly got on the phone with other hospitals to learn what they were using. She heard familiar names such as Lawson and Oracle, and one name she hadn't

heard before; MAS 200 from Best Software. After viewing demonstrations by Lawson and Oracle vendors, Vitolo was disillusioned, "They were trying to make our situation much more complex than it is. We need sound financials and the ability to produce financial statements and perform some basic analysis. We shouldn't have to pay a hundred thousand dollars for that."

Prescription for Success

Researching MAS 200 over the Internet, Vitolo found Eagle Consulting Group, and arranged a demo of the software. "We knew precisely what we needed, and when Eagle showed us MAS 200, we knew we'd found it."

Blythedale purchased the General Ledger, Accounts Payable, Bank Reconciliation, FRx Financial Reporter, and FAS Asset Accounting modules of MAS 200. Eagle performed the installation and implementation of the modules. Eagle staff ensured each user received the training needed to be productive rapidly. One year later, Vitolo is thrilled with MAS 200's performance and features. Running on an NT server, MAS 200 is faster, more reliable, and much more user-friendly than the mainframe. Before MAS 200, simple tasks such as creating a new account number were cumbersome. A request had to be submitted to their MIS department, and Vitolo would have to wait days before her request was acted upon. In MAS 200, creating a new account takes just seconds. "We have much finer control over our financial software, making us more efficient in our jobs," says Vitolo. Vitolo praises the broad functionality and ease of use of MAS 200. "It gives us 100% of everything we need. I would recommend it to anyone who needs flexible financial reporting and a strong payable program."



Attention to detail is the heartbeat of the business for both Blythedale Children's Hospital, and Eagle Consulting Group.

IN-FOCUS

Powerful Financials

When Vitolo sits down with the auditors, she impresses them with the speed in which MAS 200 generates reports and with the flexibility of the data output. "I can get answers to their questions instantly with reports, inquiries, and drill downs," she says. The drill down feature in FRx enables users to uncover the transaction detail behind the figures on a report.

Before MAS 200, Vitolo spent the first three weeks of each month preparing the prior month's financial statements. Data from the mainframe was downloaded, converted to a delimited file, and then imported into Excel. Once in Excel, Vitolo would key in any last minute adjustments before finally molding the data into the financial reports requested by the board of directors for its monthly meeting. "When an account or calculation needed to be changed, we would have to go to each spreadsheet and make the change. It took hours, and there was always the worry an error could be introduced." Using FRx Desktop, Blythedale's financial reporting is complete by the 10th of each month, a savings of nearly two weeks. Vitolo was able to reproduce the look of the previous reports in FRx precisely. The Board was unaware that any change was made, but Vitolo certainly noticed the change, "I absolutely love FRx. It has freed so much of my time for other tasks."

Fixed Asset Tracking

Accurately accounting for the expansive inventory of fixed assets is a concern for all hospitals. Blythedale uses FAS Asset Accounting from Best Software, which integrates seamlessly into the MAS 200 General Ledger module through the FAS Link.



Blythedale's lobby features a castle motif to help make young patients feel special.

The link creates accurate depreciation-expense journal entries automatically in the MAS 200 General Ledger module. "We used to have to hand enter journal entries from the other program into our financial software—very redundant. With FAS, that update is automatic—I just sit back and it appears!" Eagle coordinated the data transfer of the thousands of assets from the mainframe into MAS 200, saving Blythedale's staff the time and effort involved in rekeying. FAS helps Blythedale successfully track and manage tens of millions of dollars worth of equipment from initial acquisition to final disposal. It automatically calculates AMT and ACE

schedules, and offers over 50 GAAP supported depreciation methods. Backed with the powerful Crystal Reports, customized graphical reports can be created in minutes.

Professional Partner

"Incredible" is the word Vitolo uses to describe the support she receives from Eagle. "A person—not a machine picks up the phone, and I get help right away. No other software system in this hospital works like that. With the others, I have to log

a trouble ticket and wait, sometimes weeks, for help." She rarely has the need to call Eagle with a problem, but when the occasional question arises, Eagle's consultants walk Blythedale's staff through the answer, dialing in via **Desktop Streaming** when appropriate to visually demonstrate a solution.

Vitolo says that she and her staff could not be happier with Eagle Consulting Group. "They treat us like we're their only client. In fact—maybe we shouldn't share this story with anyone, I'd like to keep Eagle all to myself."

Headquartered in New York City, our firm has specialized in MAS 90 and MAS 200 by Best Software since 1994.

Since our firm supports the MAS 90 family of products, you can be assured of our experience and expertise in solving business problems.

If you need to improve how your firm approaches manufacturing, we would like to talk with you to see if MAS 90 is the right solution for you.



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