TRANSFORMING PHARMACEUTICAL FINANCE WITH SAGE INTACCT

HOW KUBAT HEALTHCARE SETUP A FINANCIAL BACKBONE FOR GROWTH AND SCALE

THE COMPANY

Kubat Healthcare is an 86-year-old, family-owned and operated business that offers prescription services in Nebraska. Kubat also provides medical equipment, such as nebulizers, diabetic monitors, crutches, and much more.

With nearly 10 locations throughout the state, Kubat Healthcare has a rich history of growth over the years. While some independent pharmacies and family-owned businesses fell victim to large chain stores, Kubat has stayed loyal to its values. The company outpaced the competition and continues to grow and scale!

COMPANY TYPE

Medical Equipment, Pharmaceutical

LOCATION

Omaha, Nebraska

SOLUTION(S) BEFORE BRAINSELL

- Sage 100
- QuickBooks
- Microsoft Excel; Crystal for Reporting
- Manual AP Process

SOLUTION(S) AFTER BRAINSELL

Sage Intacct

THE PROBLEM

A Legacy Finance System & Complex,
Manual Financial Workflows

The team at Kubat Healthcare had been using Sage 100 to keep track of its finances for several years. As the company grew and more store locations opened, it became clear that the system in place was starting to hold them back.

Firstly, lack of integration had led to complex workflows for Kubat's finance team. On average, the team spent more than 15 calendar days closing the books and two or more hours a week spent on positive pay processing.

Sage 100 also did not provide the company's reporting capabilities to gain a holistic view of its finances. Specifically, Kubat had no centralized system to report on all the company's locations easily.

Kubat Healthcare had also reached a tipping point with its AP process. The team's workflow was completely manual, making the process much more laborious and dependent on physical check signers and approvers. This, in turn, created a work environment where human (and possibly financial) resources were being misused.

Ultimately, the Kubat team knew it needed to find a streamlined ERP system that could easily see the health of all its locations. They understood the need for stronger reporting inside a single system and the ability to grow and scale the solution as the company grew.

FROM THE SOURCE:

"We wanted an accounting system where location data and department data were easily visible versus in other systems we were looking at. We also wanted a cloud-based system where we could go anywhere online anywhere in the world and be able to access our accounting system."

– Baibhav Regmi,
Kubat Healthcare

THE SOLUTION

Streamlined, Cloud-Based Financials for a Holistic
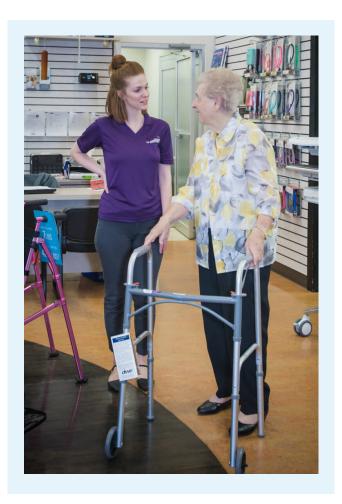## View of the Entire Company

The Kubat team came to BrainSell for guidance on the ERP options available. The company had two ERP systems in mind: QuickBooks Online and Sage Intacct.

Kubat worked with BrainSell to understand the comparisons and competitive differentiators. Ultimately, the company went with Sage Intacct as it met all their needs from a data standpoint. They were also already comfortable working in a Sage environment.

The Sage Intacct implementation took four months to complete. Kubat stated that they were happy with the level of communication BrainSell provided during the implementation to ensure a smooth installation, and data seamlessly transitioned over to their new solution.

With the implementation of Sage Intacct, Kubat Healthcare gained:

- One central GL system to see the health of all 5 Kubat entities.

- More robust reporting (inside one system).

- An improved positive pay process with Intacct Bank Feeds, which brings in transactions automatically.

- The ability to automate their internal processes with Intacct's native workflow capabilities.

- Access to Intacct's active ISV marketplace full of productivity partners can help scale the solution as Kubat Healthcare grows.

FROM THE SOURCE:

"From an AP standpoint, I would say Sage Intacct has helped a lot. We can upload our invoices to Sage Intacct now, so you don't have to go digging through paper files. We have more data at our fingertips, instead of us trying to search out where it's supposed to be."

– Jenna Petersen,
Kubat Healthcare

THE RESULTS

Kubat Healthcare Simplified the
Closing Process from Weeks to Hours

With the help of BrainSell and Sage Intacct, Kubat transformed its disconnected, outdated ERP system into a smooth, cloud-based, fully integrated solution. Kubat is now better positioned to scale its financial department as the company grows.

Since implementing Sage Intacct, Kubat Healthcare has taken its monthly close from 15 days to five business days. With Sage Intacct's more robust, built-in reporting features and functionality, Kubat has also seen its data-wrangling efficiency significantly improve. The company now saves at least 20 hours per month on report consolidation. They can spend more time making data-driven decisions based on their financial visibility.

Now, Kubat Healthcare has a streamlined ERP solution with the flexibility to track finances across all its locations, with room for new stores in the future! And with access to a variety of other tools and integrations, Sage Intacct can adapt to Kubat's specific needs whenever they need it. The platform allows the company to focus more on offering the best customer experience instead of stressing about closing the books at the month's end.

FROM THE SOURCE:

"The quick responses we got from the BrainSell team were fantastic. They're always quick to respond to questions. When we were looking at customizing Sage Intacct, they got us the information we needed as soon as possible. A lot of the other companies we tried working with took a long time to get us a response back."

– Jenna Petersen,
Kubat Healthcare

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About BrainSell

BrainSell helps companies thrive by solving business challenges with expert guidance and best-of-class technology. We have offered unbiased software selection, implementation, support, and consulting services to clients of all sizes across North America for over 25 years.

Our methodology involves helping clients identify the clearest areas for potential improvement in their processes. If technology can help you, then the BrainSell team can guide you on your path to business growth.

Want to learn more? Reach out today to talk with one of our growth enablement experts!

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