



21st Century Oncology relies on Southeast Computer Solutions to take care of their business technology, so they can focus on their business at hand.

CUSTOMER:

21st Century Oncology

INDUSTRY:

Medical

LOCATION:

Seabring, FL

SOFTWARE:

Sage 500 ERP

21st Century Oncology, a company formerly known as Radiation Therapy Services, has been providing a range of radiation treatment alternatives to cancer patients since 1983.

In addition to being the premier provider of cancer services using multiple therapeutic approaches, 21st Century Oncology is also one of the largest groups of urologists in the United States. The company is headquartered in Fort Myers, Florida, where it is committed to providing state-of-the-art academic quality radiation therapy and other cancer treatments.

Despite having 179 treatment centers throughout the United States and Latin America, 21st Century Oncology manages to deliver the most advanced, integrated care in every one of its facilities. To do so, 21st Century Oncology has relied on a business software solution that is reliable, fully accessible, customizable, and user friendly.

Up until 1997, 21st Century Oncology was using Sage MAS 200 (currently known as Sage 100 ERP Advanced), which, with only 24 locations, served them well. As they doubled in size, however, they ran into operational inefficiencies and required more functionality. During their search for the perfect software, they found the perfect consultant – Southeast Computer Solutions.

GLOBAL SOLUTION

Southeast Computer Solutions designed a comprehensive solution to automate 21st Century Oncology's business model. First, they started using Sage MAS 500 (renamed Sage 500 ERP) instead of Sage 100 ERP Advanced; they then built upon the functionality of Sage 500 ERP to allow 21st Century Oncology to efficiently manage all the financials, assets, purchasing, and medical billing.

"I am pleased with Southeast Computer Solutions' invaluable help in converting from Sage 100 ERP Advanced to Sage 500 ERP, for being our "resource for enhancements and updates to products" and for having the "skillset and knowledge that allowed us to generate custom programming."

Radiation Therapy – Joe Biscardi SVP,
Assistant Treasurer, Controller & Chief
Accounting Officer at 21st Century Oncology,
President - Carton Craft Supply

In addition, Southeast Computer Solutions built an interface between Intergy, Sage's medical software, and Sage 500 ERP, effectively combining all data into a single system. This gave 21st Century Oncology more time to focus on acquiring several other companies, giving them more opportunities to offer care in the United States, Argentina, Mexico, Costa Rica, Guatemala, and El Salvador.

Although 21st Century Oncology has those offices in other countries, their goal was to run all of their locations on the same system as the system they were using in the United States. With their bilingual staff and their own presence in Latin America, Southeast Computer Solutions offered invaluable help by managing the implementation of the Spanish Version of Sage MAS 500 at every Latin American site. During this process, the staff at Southeast Computer Solutions was available 24 hours a day, 7 days a week, across multiple time zones.



BUILDING LONG TERM RELATIONSHIPS

When building and maintaining long-lasting relationships, client satisfaction and completing processes smoothly takes precedence for Southeast Computer Solutions. They have nurtured their relationship with 21st Century Oncology and have been praised by Joe Biscardi, who is senior vice president, assistant treasurer, and controller and chief accounting officer at 21st Century Oncology. He is pleased with Southeast Computer Solutions' invaluable help in converting from Sage 100 ERP Advanced to Sage 500 ERP, for being his "resource for enhancements and updates to products" and for having the "skillset and knowledge that allowed us to generate custom programming."

With Southeast Computer Solutions' help, 21st Century Oncology now has an end to end solution that offers them a bird's eye view of their operations, enables their team to make better business decisions about the direction of the company, and has allowed timely reporting, planning, and the ability to manage projects while working with other products. Southeast Computer Solutions also gave 21st Century Oncology the knowledge to manage their products and interfaces with flexibility and internal control.

Most importantly, converting to Sage 500 ERP has given 21st Century Oncology more time to focus on their patients.



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