



CUSTOMER SUCCESS STORY

CUSTOMER

BarrierMed Inc.

INDUSTRY

Medical Supplies

LOCATION

United States

SYSTEM

Sage Accpac ERP

BarrierMed Finds the Perfect Fit With Sage Accpac

Latex gloves have become as ubiquitous as stethoscopes in the healthcare industry. Unfortunately, natural rubber latex is a known allergen that can cause serious skin reactions. BarrierMed Inc., based in Lake Mary, Florida, was created to develop, market, and sell non-latex, non-allergenic products that provide the same sensitivity, stretchability, and tight fit as latex—along with additional benefits.

Victor Ragucci, president, chairman, and CEO of BarrierMed explains, “Our proprietary, water-based latex substitute has the same stretchability, elongation, and tactile sensitivity as latex. Gloves made from this new material are skin-tight, offer all the advantages of latex gloves, and are completely biodegradable.”

“We knew we had a great idea for a very viable business,” says Ragucci, “but success requires more than building a better mousetrap. To take a good idea and make it profitable requires good business management. Good business management requires a way to track materials, expenses, and revenues. In other words, we needed an effective accounting solution.”

**Building a Foundation for Success**

BarrierMed required a highly functional accounting solution to support the company’s complex business model—which is based on the parent corporation spinning off separate product-specific companies to develop and market applications for formulations owned by the parent.

To address this complexity, Ragucci searched for an accounting solution that could roll up individual subsidiary company general ledgers into a single general ledger for the parent corporation. And because subsidiaries may be based in other countries—BarrierMed already has one in Thailand—he wanted strong multicurrency support. “We needed the ability to convert other currencies to U.S.

CHALLENGE

BarrierMed required a comprehensive accounting system that could track expenses, raw materials, and finished products, while supporting a complex business structure.

SOLUTION

Sage Accpac provides online, real-time access to operational data, multicurrency support, quick, easy access to a wide range of reports, and the flexibility to track expenses using multiple accounting charts.

RESULTS

BarrierMed is now able to produce end-of-month financial reports in one day, instead of five. Accounting staff time is freed up for in-depth financial analysis.

"Sage Accpac is enabling BarrierMed to become the number one glove company in the world. It meets our accounting and product tracking requirements today and will continue to do so as we continue on our growth path."

—Victor Ragucci
President, Chairman and CEO
BarrierMed

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



dollars when rolling the general ledger of an international subsidiary into the parent company's general ledger," Ragucci continues.

A Matching Pair: Sage Accpac and BarrierMed

To fulfill these rigorous requirements, BarrierMed implemented Sage Accpac. "Sage Accpac gives us the tools we need to manage our businesses on a daily basis and ultimately to take our subsidiary companies public," Ragucci says. "Our Sage Accpac solution empowers us to track products from raw material to manufacturing and finally to sales through a number of distribution channels. This ability allows us to demonstrate accountability for every stage of our business—from purchasing raw materials to collecting receivables and buying more raw materials."

Sage Accpac also meets BarrierMed's day-to-day accounting needs. "With Sage Accpac," explains Nancy Portello, BarrierMed's chief financial officer, "all information is online in real-time. On any day, I can obtain a full financial statement for all business operations."

This fast access to financial data facilitates productive management of all business processes. "At previous companies, it could take as long as five business days for me to get complete end-of-month financial statements," Portello says. "But with our Sage Accpac solution, this process takes just one day. Sage Accpac saves me 48 days a year, and I expect it will also allow me to get by with a smaller staff than is usually required for a company of BarrierMed's growth rate. These savings alone should provide a full payback for the solution in its first year of use."

Keeping Track of the Details

Portello also appreciates the ability of Sage Accpac to track categories as well as sub-categories of expenses. "We have

a large chart of accounts, with more than 50 categories of expenses," she continues. "When I review our profit and loss statements, I look first at the high-level summary view, and if everything looks good, I'm done. But if I have any questions, sub-category detail is just a click away!"

This highly detailed information is available for each BarrierMed company, and provides a valuable tool for pricing the company's products competitively in the marketplace. "Sage Accpac lets us establish prices that reflect changing overhead conditions while preserving the margins we need to succeed," explains Portello.

A Flexible Solution to Match the Times

"It was my responsibility to make sure that the Sage Accpac solution could fit BarrierMed's changing needs," states Joan Alexander, project manager for Sage Software business partner Dynamic Software Solutions. "When BarrierMed first purchased the system, it had not yet begun production, so things evolved as the business ramped up. Sage Accpac was flexible enough to adapt to BarrierMed's changing needs."

By reducing number-crunching tasks, Sage Accpac provides BarrierMed's accounting staff more time to complete the in-depth financial analyses critical to ensuring the success of its companies. At the same time, automated tracking of financial and production data gives Portello the financial information she needs. "The corporate conscience rests with the CFO and Sage Accpac provides the information I need to keep that conscience clean," she says.

"Sage Accpac is enabling BarrierMed to become the number one glove company in the world," concludes Ragucci. "It meets our accounting and product tracking requirements today and will continue to do so as we continue on our growth path."