

Skin and Cancer Institute Gets Laser-Focused on Success by Switching from QuickBooks to Acumatica.



CASE STUDY

COMPANY:

Skin and Cancer Institute
www.skinandcancerinstitute.com

INDUSTRY:

Medical & Cosmetic Dermatology

LOCATIONS:

34 locations throughout California, Nevada, and Arizona

EMPLOYEES:

20+ employees



KEY RESULTS

- Acquired a single, integrated, cloud-based solution, eliminating manual reconciliation processes with QuickBooks and Excel
- Improved operations with robust reporting through dashboards, eliminating errors
- Gained new business management information, providing the insights necessary to make faster, more-informed decisions
- The ability to process point of sale (POS) transactions with rapid order entry, real-time inventory, and cash register reconciliation
- Standardized financials and intercompany transactions, gaining deeper insight across 34 locations
- Obtained a connected platform for growth that can scale as the business continues to evolve and add new locations

OVERVIEW

In 1997, Dr. Daniel Taheri established the Skin and Cancer Institute, where he currently serves as the CEO and Chief Medical Director. In the beginning, his small dermatology office offered basic medical and cosmetic procedures.

As business boomed, he soon added improved treatment options and made plans to open more facilities throughout Los Angeles. As Taheri and his team researched new office locations, they noticed an unsettling trend.

The tristate area was riddled with patient populations who would have to travel hours outside their hometowns just to be treated by a dermatologist. It was particularly problematic for patients in desperate need of lifesaving skin cancer treatment and screening. Troubled by this statistic, they abandoned plans to serve high income populations and instead restructured Taheri's business model to work for underserved communities. In no time at all, Skin and Cancer Institute opened facilities in multiple areas in California, Arizona, and Nevada.

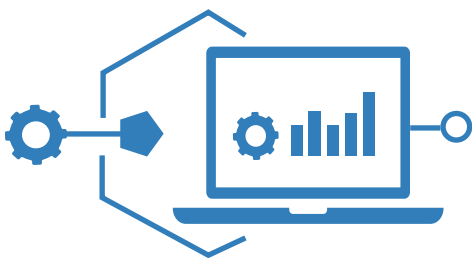
Today, Skin and Cancer Institute is among the top care providers of medical and cosmetic dermatology with 34 locations across western United States and offering a wide variety of dermatology services including skin cancer treatment, cosmetic procedures utilizing various types of lasers and even plastic surgery. Recently, they have added on-site pharmacies which offer patients convenience and direct access to their dermatology prescriptions.

The company worked with Cloud 9 ERP Solutions, an Acumatica Gold Certified Partner, to migrate from QuickBooks to Acumatica Cloud ERP software.

SITUATION

As their business continued to grow, they were challenged with outgrowing their current QuickBooks software and multiple other disparate systems. With a growing number of locations across multiple states, this resulted in a lot of time-consuming manual processes that caused reporting errors and mistakes.

The team also struggled with weak and inaccurate reporting. They were unable to measure the success of their business and make data-driven decisions because of the lack of adequate reporting across locations.



With the addition of the cosmetic product sales to their business, Skin and Cancer Institute was looking for an integrated financial management and point of sale (POS) solution that could handle both the medical billing (service) and product side of their business.

SOLUTION

The company worked with Cloud 9 ERP Solutions, an Acumatica Gold Certified Partner, to implement and manage Acumatica to support its business goals, better serve their customers, and drive further growth with modern, cloud-based technology.

They are currently using Acumatica's Distribution Edition with Acumatica POS powered by IIG. This includes the robust financial management and multi-entity & intercompany accounting module.

"We chose Cloud 9 ERP Solutions for their decades of experience implementing and supporting business management software. We knew we wanted Acumatica Cloud ERP, and we sought out a strong and highly knowledgeable partner to successfully migrate us from QuickBooks."

"We are a dermatology practice that uses skin care technology that provides the most effective solution for skin care needs. We needed an integrated Financials and Point of Sale system that would allow for seamless operation for our medical billing and cosmetic product sales. Cloud 9 ERP Solutions clearly demonstrated they could accomplish both very effectively. Cloud 9 ERP Solutions took their time to understand our specific business needs and provided a solution that we will be able to use for many years to come."

– Chris Mijares, CFO, Skin and Cancer Institute.

RESULTS

Since migrating from QuickBooks to Acumatica, the company has seen many benefits:

- **Acquired a single, integrated, cloud-based solution, eliminating manual reconciliation processes with QuickBooks and Excel**
- **Improved operations with robust reporting through dashboards, eliminating errors**
- **Gained new business management information, providing the insights necessary to make faster, more-informed decisions**
- **The ability to process point of sale (POS) transactions with rapid order entry, real-time inventory, and cash register reconciliation**
- **Standardized financials and intercompany transactions, gaining deeper insight across 34 locations**
- **Obtained a connected platform for growth that can scale as the business continues to evolve and add new locations**

Most important to them, they now have access to better and more accurate reporting. With a better handle on all data including intercompany transactions, they have greater insights into their business. With a single version of the truth, multi-dimensional reporting, and easily customizable reports/dashboards, they can now accelerate decision making and see the health of their business in real-time.

The integration with IIG's Acubooost AcuPOS "Point of Sale" application enables them to better manage the cosmetic product sales side of their business. It allows for quick processing of their over-the-counter sales transactions, management of cash registers, printing of cash register receipts, swiping of credit cards and scanning of items sold for quick processing of transactions, and more.

Skin and Cancer Institute continues to see benefits from Acumatica in their everyday operations. With the valued partnership established with Cloud 9 ERP solutions, they can support the continued growth of their business through Acumatica.

About Cloud 9 ERP Solutions

Cloud 9 ERP Solutions provides enterprise resource planning (ERP) and other business software to clients in the Eastern United States for nearly 25 years. With locations in Connecticut and Georgia, Cloud 9 ERP Solutions provides expertise in business analysis, IT strategy, software development, distribution, ecommerce, process re-engineering, project management, finance, cost control and technical support call centers.

A provider of Acumatica Cloud ERP, Cloud 9 ERP Solutions has helped hundreds of companies like yours to transform their business with modern ERP solutions.

For more information, visit www.cloud9erp.com.

