

PIONEER SURGICAL SAP® All-in-One Improves Business Health



QUICK FACTS

Pioneer Surgical Technology

- Location: Marquette, Michigan
- Industry: Life sciences – medical devices and instruments
- Products and Services: Spinal surgical, cardiothoracic, and orthopedic products
- Revenue: >US\$50 million
- Employees: 220
- Web Site: www.pioneersurgical.com
- SAP® Solution and Services: SAP® All-in-one solution
- Implementation Partner: [AnswerThink Inc.](#)

“We wanted to choose a partner for the long term. We wanted this to be our first and last implementation, no matter how much we grow.”

Dan [Sexton](#)
Manager of Information Systems
Pioneer Surgical Technology

Challenges and Opportunities

- Lack of trust in data from 2 separate and disassociated finance and operations systems
- Overabundance of manual processes

Objectives

- Prepare for future acquisitions and expansion opportunities
- Support increasing business complexity and product diversity

Implementation Highlights

- Obtained strong executive support and sponsorship
- Shared project management with partner [Answerthink](#)
- Used RWD Info Pak to automate development of training materials and documentation



Why SAP

- Assurance that SAP is a partner for the long term
- Lower implementation time and cost compared to Oracle
- Uniform platform to replace point solutions and to support
- Pioneer's current and future requirements

Benefits

- Significantly rationalized master data by reducing ledger accounts, parts by 50%, and suppliers by 280
- Reduced planned-order-to-purchase-order cycle by 90%
- Reduced [stockouts](#) with automated replenishment
- Reduced the number of missed distributor orders
- Increased inventory accuracy and capacity planning
- Increased purchasing efficiency and vendor contact
- Improved costing with detailed cost breakdowns

