

QUICK FACTS

Location:	Marquette, Michigan
Industry:	Life Sciences - Medical Device and instruments
Products:	Spinal surgical, cardiothoracic, and orthopedic products
Revenue:	>US\$50 million
Employees:	220
Web Site:	www.pioneersurgical.com
Solutions:	SAP Business All-in-One solution
Partner:	Answerthink:

“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 Sestion
Manager of Information Systems
Pioneer Surgical Technology

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

Challenges and Opportunities

- Lack of trust in data from 2 separate and disassociated finance and operations systems
- Over bundance 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 Ifo 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



About Answerthink

Answerthink is a Hackett Group company and certified SAP Platinum Partner consistently recognized by SAP for outstanding service. We have helped hundreds of growing companies make the move to SAP, and we bring this cumulative experience and knowledge to each new project.