

## Nu-Quest Case Study



### *Making the Most of Your Sage MAS 90 / MAS 200 Investment*

Nu-Quest Distribution Inc. is a leading Canadian supplier of pharmaceutical, over-the-counter and front of store products to Newfoundland pharmacies, hospitals, clinics, physicians and veterinarians. Based in the St. John's area, Nu-Quest provides the highest quality pharmaceutical services and federally approved medications, drugs, medical equipment, supplies and accessories, maintaining an inventory base of over 10,000 brand name and generic drugs, non-prescription drugs and medical products. Nu-Quest is committed to their goal to expand access to medicines and health care products to Newfoundland pharmacies and health care providers.

Nu-Quest has grown exponentially since its start in 1996 by maintaining a strong focus on servicing its customer base effectively and efficiently. A Munjal White Consulting client since 2007, Nu-Quest recognized the requirement to incorporate technology to meet the demands of their increasingly competitive industry. Nu-Quest's use of Sage Software's MAS90 Enterprise Resource Planning software has been key to their business management and supply chain improvements. Nu-Quest use the MAS90 Financial Accounting and Distribution modules along with Credit Card Processing, e-Business Manager and the Business Alerts modules providing a solid foundation for continued business growth.

Working closely with Munjal White Consulting, Nu-Quest implemented the Scanforce Sales Automation software so orders placed remotely by their pharmacy customers appear automatically in the Sales Order module. Before this upgrade, these pharmacy orders were taken manually over the telephone or entered from faxes or emails.

The pharmaceutical supply service industry is highly regulated. The MAS90 software has allowed Nu-Quest to improve their ability to produce key reports that meet the compliance regulations of government agencies. Margin management is important in pharmaceutical distribution as prices are regulated. Using the MAS90 Business Alerts module, reports are automatically created by the system and emailed to staff without any user intervention. This process allows for faster and easier profitability tracking.

Sage MAS90 has improved Nu-Quest's supply chain and allowed them to quickly deliver services to ensure patient health care in Newfoundland.

#### **Sage MAS 90 Business Benefits**

- Integrated credit card processing saves one day per month in staff time.
- Reduction of duplicate data entry through automation of incoming orders.
- Two to three days per month in staff time is saved with the automated Health Canada custom reports.

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