

MUNJAL WHITE CONSULTING CORP

Nu-Quest Case Study



Making the Most of Your Sage 100 Investment

Nu-Quest Distribution Inc. is a leading Canadian supplier of pharmaceutical, over-the-counter and front-of-store products to Newfoundland pharmacies, hospitals, physicians and veterinarians. Based in the St. John's area, Nu-Quest provides the highest quality pharmaceutical services and federally approved medications, drugs, equipment and supplies, maintaining an inventory base of over 10,000 products.

Nu-Quest has grown exponentially since its start in 1996 by maintaining a strong focus on servicing its customer base. A Munjal White Consulting client since 2007, Nu-Quest recognized the requirement of incorporating technology to meet the demands of their increasingly competitive industry. ***“Nu-Quest’s use of the Sage 100 Enterprise Resource Planning software has been key to our business management and supply chain improvements”*** says Darlene Edison, VP. Nu-Quest use the Sage 100 Financial Accounting and Distribution modules along with Credit Card Processing, e-Business Manager and Business Alerts modules which provide a solid foundation for continued business growth.

“We worked closely with Munjal White Consulting to implement the Scanforce Sales Automation software so orders can be placed remotely by our pharmacy customers located across the province. The orders appear automatically in the Sage 100 Sales Order module. Before this upgrade, these orders were taken manually over the telephone or entered from faxes or emails. It’s easily saved us hours of time each day.” says Ms. Edison.

The pharmaceutical supply industry is highly-regulated. The Sage 100 software has allowed Nu-Quest to improve their ability to produce key reports that meet the compliance regulations of government agencies. Using the Sage 100 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.

Nu-Quest is committed to their goal of expanding access to medicines and health care products to Newfoundland pharmacies and health care providers. Sage 100 has improved Nu-Quest’s supply chain and has allowed them to quickly deliver services to ensure patient health care in Newfoundland.

Sage 100 Business Benefits

- Integrated credit card processing saves 1 day per month in staff time.
- Reduction of duplicate data entry through automation of incoming remote orders.
- Each month 2 to 3 day’s in staff time is saved through the use of the Sage 100 automated Health Canada custom reports.

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