Sage 50

Quantum Accounting | Customer Success

Welcome to Sage 50 Accounting—U.S. Edition, the new era of Peachtree. Sage 50 is the same solution that thousands of Peachtree customers know and use today with a new identity and a fresh approach. As Sage Peachtree, we built our legacy and demonstrated our commitment to value. Now, as Sage 50, we will up the ante on our commitment and shape the legacy yet to come. Read on to see how we helped one company reach its unique business vision, and how today as Sage 50, we can help you do the same.

Sage Peachtree Quantum fills the bill for Medical Management Professionals

Medical Management Professionals, Inc. (MMP) provides comprehensive billing and practice management services to hospital-based physicians across the country. Founded in 1993, MMP has grown steadily to become the leading billing and practice management firm in the industry, serving more than 3,900 physicians from more than 70 offices. Among the services MMP offers to its physician clients are bookkeeping and payroll processing. Since its inception, the tool MMP staff has used to deliver those professional services is Sage Peachtree.

Grow with Sage Peachtree Quantum

When MMP began to outgrow the Sage Peachtree solution it had been using, the company began looking at larger ERP accounting systems, including Microsoft® Dynamics GP. "We really thought we needed to switch to a bigger, and more expensive, ERP package to support our growing user count," recalls Erin Franke, a CPA with MMP. "Fortunately, before we made the switch, I spoke to our Sage representative."

It was a fortunate call—the representative told Franke that Sage was increasing the user count supported by Sage Peachtree Quantum. "Due to the increased user capabilities and enhanced security features in Sage Peachtree Quantum, we decided there wasn't a pressing need to switch products and stopped looking at anything else," Franke says. "Sage Peachtree Quantum would be able to handle our growth."

The capability of Sage Peachtree Quantum to scale to meet MMP's growing requirements allows the company to maximize its investment in the software. "Sage Peachtree Quantum offers functionality and scalability of an emerging ERP solution at a fraction of the price," Franke adds.

The tool the professionals use

Sage Peachtree Quantum is used by MMP's staff bookkeepers and accountants who work directly with clients. The services typically involve processing accounts payable, cash flow management, generating financial reports, and processing payroll.

Customer

Medical Management Professionals

Industry

Medical Billing and Practice Management Service

Locations

70

Number of Employees

1,800

System

Sage Peachtree Quantum



Challenge

MMP requires a secure, scalable, accessible, and easy-to-use accounting solution that supports their growing number of users.

Solution

Since the company's inception, the Sage Peachtree family of products has scaled to meet MMP's needs. Sage Peachtree Quantum is the solution MMP relies on today.

Results

MMP saved over \$250,000 in software and associated installation costs by staying with scalable Sage Peachtree Quantum.

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With the remote access capabilities of Sage Peachtree Quantum, MMP's staff can access the software in the office or from wherever they are working. "Initially we had separate copies of Sage Peachtree for each staff person's computer," explains Franke. "But as we grew it made more sense to run Sage Peachtree Quantum on our server and give our remote staff access to it over the Internet."

MMP's staff can access their clients' data securely from anywhere they have Internet access. "Our managers are on the road about 75% of the time. They can easily access the system and perform their reviews while they are at the clients' sites or in their hotel rooms," Franke notes.

Keep your business data secure

Each physician's practice is set up as a separate company within Sage Peachtree Quantum, and tight security ensures that each company is accessed only by the staff members directly involved with that client.

"We appreciate the security features in Sage Peachtree Quantum, such as the one that requires users to change their passwords frequently and to use strong passwords for added protection," says Franke. "Sage Peachtree Quantum supports our best business practices by providing for role-based security. We can segregate duties to ensure that no one individual is solely responsible for all aspects of an account."

Simple to use, affordable to run

Part of what makes Sage Peachtee Quantum work so well for MMP is its ease of use. "It performs all the required accounting functions well, but just as important is how easy it is to learn and to use," says Franke. "When we hire a new bookkeeper they are trained and up-to-speed on day one."

MMP performs payroll processing for about half of its clients. "Our clients appreciate the savings of keeping payroll in house, as opposed to outsourcing to a payroll processing provider,"

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Erin Franke, CPA
Medical Management Professionals, Inc.

explains Franke. "Sage Peachtree Quantum is compatible with Sage Payroll Solutions to allow us to save our clients money."

With the Sage Business Care Plan¹ included with Sage Peachtree Quantum, MMP is confident they will receive all updates and upgrades along with unlimited access² phone and email support.

With many years of product experience, Franke serves as the first line of support when staff members have questions about Sage Peachtree Quantum. But, Franke doesn't hesitate to call Sage with questions. "They are always friendly and helpful," she says.

A solution to grow with

"We've been using Sage Peachtree since our inception," Franke concludes. "We have grown significantly and now our needs are more complex. Sage Peachtree Quantum meets our needs more than 17 years later, with room for our future growth."

1 Valid credit card required to activate service. To ensure continuous service, your Sage Business Care plan is an automatically renewing plan and subsequent years will be automatically billed to the same credit card each year on the anniversary date of your purchase at the then current rate after notifying you 30 days in advance of your anniversary date. Renewal is not required for continuous access to product updates for supported versions. You may terminate the plan with at least seven calendar days notice prior to your renewal date and not be charged for the renewal. 2 Customer Support Analysts are available from 8:30 am until 8:30 pm ET Monday-Friday, and reserve the right to limit calls to 1 hour or 1 incident. Assistance is limited to your Sage Peachtree or Sage 50 solution.

About Sage

Sage supports the needs, challenges, and dreams of more than 2.7 million small and midsized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries.

