

SUCCESS STORY IN FOCUS

## Marathon Medical scales for demand with Sage 100

Agile inventory management copes  
with skyrocketing demand



Company  
**Marathon Medical**

Location  
**Colorado, US**

Industry  
**Wholesale &  
Distribution**

Sage Products  
**Sage 100**

### About Marathon Medical

Founded in 2002, Marathon Medical distributes medical supplies for the Veterans Health Administration, including 170 medical centers.

**“Sage 100 is such a powerful program. It gives us room to grow and continues to tailor to our needs.”**

John St. Leger, Owner, Marathon Medical



### The challenge:

John St. Leger, Owner of Marathon Medical, needed a robust and scalable accounting platform that could maintain visibility and control of the business' disparate inventories across multiple locations so he could focus his attention on strategic growth.



### The solution:

Sage 100 has given Marathon Medical the ability to oversee, manage, and more effectively run its business with a platform that is easy to learn for their 25 finance and sales team users. Sage delivers visibility and insight to support a complex business without a big IT investment.



### The outcomes:

Sage 100 has enabled the overall operation to scale its growth by more than 40% year over year.

- Hassle-free accounting
- Automated processes
- eCommerce integration and EDI
- Robust inventory management



### About Sage 100

Manage your discrete manufacturing, wholesale distribution, and professional service processes.

For more info, visit [sage.com/en-us/products/sage-100](https://sage.com/en-us/products/sage-100)