



ACell

The Move from Cloud to On Premises

Company Facts

- Location: Columbia, Maryland and Lafayette, Indiana
- Industry: Medical Device Manufacturing
- Number of Employees: 350
- Web site: <http://acell.com>

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Scott Carter, IT director, ACell Inc.

Success Highlights

Challenges

- Previously, ACell had manual tracking processes and needed a unified structure to quickly support increased business demands, with minimal IT overheads

Solution

- Epicor® Express
- Epicor ERP

Benefits

- Centralized inventory management and real-time interaction
- Eliminated double entry of data
- Improved visibility into operations and reporting
- Integrated all business processes and interfaces with other systems

ACell, Inc. is a leading regenerative medicine company focused on the development, manufacturing, and commercialization of tissue repair products since 1999.

The company offers the next generation of regenerative medicine through the development and commercialization of unique extracellular matrix products to repair and remodel damaged tissues in a broad range of applications. Today, ACell encompasses 350 employees with full scale manufacturing facilities in Columbia, MD, and Lafayette, IN, and markets its products to physicians in the U.S. through a national direct sales force.

Support for growth

In 2012, a period of significant development for ACell, the team managed the full spectrum of operations through paper processes and QuickBooks®. At peak performance and limited in-house IT resources at the time, ACell selected the on-demand Epicor Express solution. A comprehensive end-to-end ERP solution provided in the software as a service (SaaS) model, Epicor Express delivers dynamic functionality, particularly for the specific needs of contract manufacturers, job shops, and small to midsize businesses.

“We wanted a way to wrap all core processes, especially accounting and inventory, order management into one system. With the business growing rapidly, we needed an ERP system to work with us.”

Scott Carter, IT director, ACell Inc.

Epicor Express provided the foundation for ACell to move off QuickBooks and implement quickly within a three month period. Not only did ACell require an ERP system, but needed the solution to provide agility and support seamless operations across the value chain. ACell needed one customization added, but all other functionality fit within requirements.

“We highly recommend for any growing company to start with the Epicor Express quick launch program. Epicor consultants process mapped out everything through a series of requirement gathering sessions that included a GAP analysis,” said Carter.

From cloud to on premises: making the data work

Epicor Express improved operational visibility and led centralizing the inventory, the main initiative for ACell. After one year and increased production demand, they needed the ability to interface with other systems and real-time access to data.

ACell used a third party sales order system hosted in the cloud and utilized the DMT tool in Epicor Express on a daily basis to import data for loading across all regions and sales activity.

“Early on, Epicor Express was well suited to support ACell’s rapid expansion, and to help with tighter control on inventory, we were ready for the on-premises deployment with the Epicor ERP solution,” explained Carter.

ACell decided to consolidate the process around inventory and order management systems. On premises deployment helped eliminate double entry, and allowed both systems to communicate customer data through Service Connect and to tie ACell’s system into Epicor.

In SaaS and on premises deployment options, Epicor uses the same technology—Epicor ICE Framework—that enables organizations to map Epicor ERP to specific business rules and processes, without changing the source code. The same user interface (UI) was utilized to allow easy migration and deployment for ACell employees.

According to Carter, migration took a month and this included customizations for the two systems to run parallel. User acceptance was very seamless and now, a lot easier to add customized user-defined fields.

Looking forward

The next partnership with Epicor will begin with a phased approach to implement the manufacturing module, from the Epicor manufacturing executive system (MES). The first phase will be raw materials tracking, then ACell will continue to extend the process to final product completion. Also looking forward, ACell is developing an online ordering system that will integrate with Epicor. This system will allow approved customers to place orders for stock products online.

About Epicor

Epicor Software Corporation is a global leader delivering business software solutions to the manufacturing, distribution, retail, and service industries. With more than 40 years of experience, Epicor has more than 20,000 customers in over 150 countries. Epicor solutions enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor inspires customers to build lasting competitive advantage. Epicor provides the single point of accountability that local, regional, and global businesses demand. For more information, visit www.epicor.com.



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