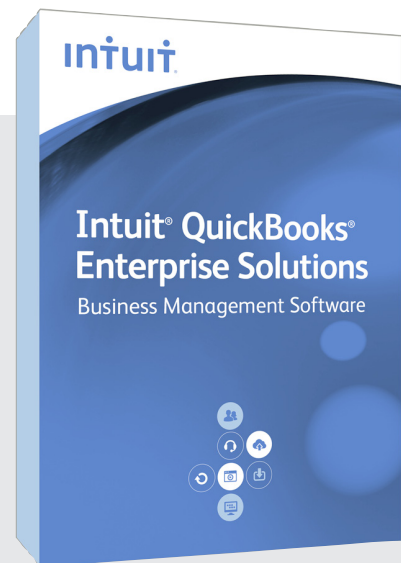




Enterprise Solutions streamlines processes for disinfectant technology provider

Spotlight on Xenex Healthcare Services.

Every year, over 2 million Americans acquire an infection when they go to hospital, and over 100,000 die from them. Xenex wants to change that. The high tech company has created an ingenious device that quickly disinfects hospital rooms using pulse xenon ultraviolet light.



Location: San Antonio, TX

Employees: 52

Enterprise Solutions Benefits:

- Grew revenue by 600% without adding new supply chain/financials staff
- Reduced time spent managing inventory by 8-10 hours per week
- Reduced time spent on order placement by 75%
- Improved operations with access to accurate, real-time information

Xenex Healthcare Services

Keeping up with operations. Xenex was relying on Intuit QuickBooks Online to manage their financials, while tracking inventory in a separate application. But with the company growing fast, they needed a system that could manage their complex inventory needs right in QuickBooks without the need for separate software or data integration.

“Each one of our units contains over 250 parts, which have a high dollar value,” says Juan Gutierrez, CFO for Xenex. “We’re very customer-focused, and want to ensure we’re delivering and repairing on time. But we also don’t want to tie up a lot of capital in inventory.”

The company selected QuickBooks Enterprise Solutions Manufacturing and Wholesale, with the Advanced Inventory module¹, to replace their disparate inventory and financial systems.

Smooth transition to Enterprise Solutions. “We considered other systems, but the integrated inventory module in Enterprise Solutions made the decision a no-brainer,” says Siva Shanmugam, Director of Finance for Xenex. “We needed information that connected our inventory data with financial transactions to be more efficient.”

Transferring the financial information over to the new system was straightforward.

“The transition to the new system was very smooth,” says Juan. “It’s the same data architecture, so we were able to just backup and restore.”

“I like the personas that come with the new system,” adds Siva. “All the access permissions are already set up for the different positions in the company. I just had to make a few minor tweaks, and we were ready to go.”

“For example, we separated purchasing and inventory functions (i.e. the person who generates the PO can’t pay bills). For payroll, only one person has access. The rest can’t view or modify any payroll information.”

For the few issues the team did run into, Intuit’s readily available customer support team provided the guidance they needed.

“Every single interaction we had, every call we made with Intuit customer support was positive,” says Luis Guardiola, VP of Supply Chain. “The technicians were very knowledgeable on the tool and very dedicated, which helped shorten the implementation.”

Growing 600% without adding new staff. The new system is just what the doctor ordered for the growing company.

“We’ve seen 600% revenue growth, and haven’t required new staff,” says Juan. “That growth requires more equipment, more supply chain, and more inventory to manage. Enterprise Solutions has allowed us to handle that growth without adding more people to these areas.”

Much of this success can be attributed not just to Enterprise Solutions’ features but its built-in workflows.

“Enterprise Solutions comes with best practices embedded in the workflow,” Juan says. “It’s helped us develop the processes we need in our company.”

“The Procure-to-Pay process is a good example,” says supply chain expert Luis. “In the past, we’ve sometimes had to receive invoices and pay them without verifying receipt of goods first, because we couldn’t without incurring massive overhead costs. Today, if we place an order, we have a PO request, then an item must be fully received before the invoice can be paid, and the price has to match.”

“We have a lot of parts, and managing all the pricing changes or the quantities received was probably the most time-consuming part of inventory management, because we didn’t have an integrated inventory module. That is all streamlined now, and is a huge time-saver.”



We’re saving a lot of time with Enterprise Solutions, and at the same time, we’re getting more accurate information on our on-hand inventory, our inventory needs, our product locations, our exact costs, and our sales.

Siva Shanmugam,
Director of Finance

Saving time through better visibility into inventory. The company now has a much more accurate picture of their business, especially when it comes to their inventory.

“We used to experience inventory shrinkage because parts would be sent out to repair different units, which we tried to track on spreadsheets,” says Juan. “We relied mostly on physical counts to get an accurate picture of our inventory. We don’t need to do that anymore, and we expect to see a lot less shrinkage.”

“We’ve probably saved 8-10 hours a week on managing inventory alone,” adds Luis. “It used to take us four days to do our orders. Now we’re doing it in one.”

“We also don’t have to keep as much safety margins in our inventory.”

With more accurate data, Xenex is also getting more accurate cost analysis.

“We used to rely on average costs at the end of a reporting period,” says Juan. “Now when we sell a unit, we know its real-time costs, how the items came together in the Bill of Materials, and the serial number attached to the finished good.”

More focus on strategy, less on managing spreadsheets. At the end of the day, it’s about getting the right information that they can trust.

“For us, the pressure is increasingly to be able to answer questions accurately and in real-time,” says Juan. “That pressure has increased as the numbers get bigger.”

Both Siva and Luis agree. “We’re now able to focus on the overall business, like our supplier relations and growth strategies, instead of spending so much time on daily task management.”



Enterprise Solutions is helping us make better decisions on our product. We're tracking what's breaking down more often and which sites are experiencing more issues. It helps us know how to make the product better.

Siva Shanmugam,
Director of Finance