

Guardian Business Solutions prevented disruption to service, production and shipping, **assuring a seamless merger** ahead of the launch of **Diversatek Healthcare**, formed by the merger of Sandhill Scientific and Medovations.



The Customer

Diversatek Healthcare Sandhill Scientific and Medovations are both well-known gastroenterological medical device manufacturers. Operating for many years as separate entities, they decided to merge and change their company's name to Diversatek Healthcare. Medovations had been a subsidiary of Diversatek, Inc. since 1983 and acquired Sandhill Scientific in 2013.

"Our singular goal is to continue to build a focused organization rooted in technology, innovation, efficiency, accountability and attentiveness. We feel that the combined portfolios provide a unique offering of therapeutic devices, accessories, and highly specialized diagnostics that enable our customers to provide exceptional care. We look forward to supplementing our current product portfolio as a result of shared resources and access to broader technologies," parent company Diversatek, Inc. Chair & CEO Brant Stanford said in a prepared statement.

Guardian's relationship with Diversatek began in 1982, when Guardian co-owner and CEO, Bridget Lazlo, worked with its plastics tubing division, which has seen continued expansion and much growth over the last 35+ years.

The Challenge

The two companies have been operating independently in every sense of the word. Their ERP system was only consolidated at the corporate level. They had separate customer service, accounts payable, receivables, shipping, billing, engineering, process sheets, bills of material, and production databases on the system. They were now going to operate as a single entity with a single database. Sounds easy, right?

Both companies had some of the same customers (hospitals, doctors) but that was where the data similarities stopped. They needed to combine all the data. They needed to do it seamlessly and in six months to meet the launch date of the new entity. It wasn't the only project Sandhill and Medovations had to accomplish prior to launch, so they turned to Guardian for help.

The Solution

Guardian started meeting with the team, headed up by Dennis Meyer (Sandhill Scientific) and Jason Larcheid (Medovations), right away. Project management was going to be key in order to avoid chaos at time of launch. Guardian excels in this area.

Guardian provided templates to help guide Diversatek and used a project management tool that facilitated the collaboration, communication and organization of the project.

Soon Guardian had a project plan and timeline that included who was going to get what done when, data conversion options and critical path decisions. The devil was certainly going to be in the details. There were almost 400 tables in the system and each one had to have a plan. Would it be merged, rebuilt, and manually entered or would they just keep one company's copy?

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Guardian and the team from Sandhill/Medovations, spent many hours combing through every table, understanding not just the data but the processes surrounding the capture and use of that data. What processes might need to be changed? Once combined what would it all look like? Who would now be responsible for it? Had they been using the system in the same manner or did each have its nuances that needed to be thought through? Questions that all needed to be answered and fast.

To top it off, the new company would require a new general ledger structure. This did add a twist to the conversion that complicated things even more.

Guardian set up a test site with all the data tables from both companies, merged them using the rules for all the data and processes defined over the first few months. Test after test after test was performed, taking the data, merging it, checking that everything balanced and was in the right places for go live.

The Diversatek team checked the results and started walking through the system with the staff to verify the data structure would work for them. They made sure they could find historical and master data in all the places it should be.

It was now time to transition and merge the two companies into one.

The Results

Over the weekend, the Guardian team mapped all the data over, checked the results and set everyone up with access to the new system database. It was go time! When Monday came around people hopped on the system and started doing their jobs.

Customer service was able to enter orders. Production was able to record labor and production. Shipping was able to get packages out on time. Success! The detailed planning and execution had paid off.

There were very few issues. As Dennis Meyer of the transition team said, "Due to the cooperation and hard work by both internal staff and the Guardian team, the transition and go-live segment of the project was pretty much a 'non-event.'"

Summary

The experience that Guardian brought to the table through its many years of ERP implementations and conversions gave the Diversatek team comfort that the job would be done on time with the accuracy they needed to assure their business would not be shut down or crippled during a very critical time in their history. Diversatek Healthcare systems remains a satisfied customer of Guardian Business Solutions, Inc.

"The best part of the project was the guidance, support and tools provided by GBS. The experienced staff at GBS significantly reduced any risk of delay or even failure in the merge of the two companies. The close working relationship between GBS and our staff led to a smooth conversion."

*– Dennis Meyer
Controller, Diversatek*

I don't think I ever officially thanked you for your help on the DHC Integration. You and your staff did a great job coordinating everything and ensuring a smooth transition.

*– Jason Larcheid
Director of Operations, Diversatek*

Guardian Business Solutions

Guardian Business Solutions is an established ERP solutions provider. Guardian's core team has decades of collective experience exclusively helping manufacturers in the metal fabrication, plastics, foundry, capital equipment and medical device space. That experience has fine-tuned our process and ability to seamlessly bridge the gap between processes and technology. Guardian's understanding of manufacturing enables us to deliver practical, business-forward solutions, which our clients can successfully implement and in this way expedite their return on investment.



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