



ORGAN RECOVERY SYSTEMS

PROVIDING ENDLESS BUSINESS INTELLIGENCE POSSIBILITIES FOR ORGAN RECOVERY SYSTEMS



THE TEAM AT BAASS HAS BEEN INVALUABLE TO US. WE COULD NEVER DO THESE KINDS OF PROJECTS WITHOUT THEM

Organ Recovery Systems is the world's leading provider of clinical products and services for the transplant community in regards to donor organ preservation, evaluation, and recovery. Based in Chicago, and with headquarters located in Brussels and a South American office in San Paolo, the company supports over 100 leading transplant programs in 17 countries with its LifePort Kidney Transporter and family of organ preservation and flush solutions.

After experiencing significant growth and expansion in products, markets and revenue; Organ Recovery Systems decided that they needed to implement a Business Intelligence (BI) solution to give them better access to their operational and financial data. Lisa Kieres, Chief Financial Officer for Organ Recovery Systems explains, "We operate on multiple databases, currencies, and within international locations therefore analyzing and organizing data into manageable information is cumbersome to say the least. We wanted to completely

get our arms around our business information in order to make the strategic decisions based on detailed product and market information. As we grew it was becoming more important to be able to segment the business figures in a much more detailed, sophisticated and meaningful way."

From Good to Great- Implementing Business Intelligence Brings Organ Recovery Systems Exceptional Health " "

Once the decision to implement a BI solution was made, Organ Recovery Systems naturally reached out to their trusted advisors at BAASS Business Solutions Inc. - a consulting firm specializing in the implementation and support of business management software solutions. Having worked with BAASS previously for assistance with their Enterprise Resource Planning (ERP) solution, Lisa was sure they had the knowledge and expertise necessary to complete such a complex implementation. "BAASS is a great partner for us because of their

accounting background and business expertise. They provide guidance on financial reporting and inventory management best practices; they also know how to configure our accounting software to help us manage our business more efficiently, which is a great asset to us."

Going into the project, Organ Recovery Systems had two specific goals in mind. First, they wanted to streamline information gathering and give senior management access to true and complete information in regards to their products, markets, and growth. Second, they wanted a user-friendly tool that their sales teams could utilize to view pertinent data. Lisa explains, "I think a common problem for many companies is that the sales people and accounting staff use different numbers and data, leading to a 'disconnect' of information. The great thing about Business Intelligence is that it pulls the applicable information directly out of our Sage 300 ERP system, allowing sales and leadership to see