

## **Inventory Accuracy Increases from 70% to 100% Due to AccountMate's Lot Control Software**

### *Global Medical Supplier Increases Sales 15% in 12 Months Using AccountMate Software*

Petaluma, CA ([PRWEB](#)) October 30, 2015 -- With a comprehensive front-to-back office solution, Innomed, Inc. has entered new foreign markets and increased sales revenue by 15% in the last 12 months. "Due to the efficiency of AccountMate," says Aaron Ingram, Innomed Product Operations Manager, "we are able to streamline our internal processes and become more efficient as a company."

Based in Georgia, Innomed designs manufactures and distributes state-of-the-art orthopedic surgical devices. Known as an industry leader for producing high quality products with a large selection, Innomed's specialized instrumentation plays an essential, sometimes life-saving role in operating rooms and surgical centers around the globe. "Working closely with over 200 top names orthopedic surgeons and technicians, Innomed developed over 100 new products from concept-to-market in 2014 alone," said Ingram.

Adhering to stringent quality control standards and manufacturing conditions, Innomed is certified by the International Organization for Standardization (ISO 13485 and 9001), ensuring that over 3,000 surgical instruments are developed and manufactured in compliance with stringent quality specifications. As demand for Innomed products increased, keeping stride with global quality compliance requirements and logistical demands was challenging. The company required a sophisticated, scalable system and turned to NexLAN, an Elite AccountMate Business Partner, for a comprehensive solution.

The first step in the company's technology overhaul addressed essential quality control measures so that manufacturing and inventory management could be fully realized. "Having a good quality management system in place is standard in the industry," said Ingram. "Our customers and vendors require ISO certification or they will not do business with us."

To support ISO quality control requirements, AccountMate's Lot Control module enables Innomed personnel to monitor processes, maintain adequate business records and trace the root cause of any problems in real time. By identifying components and sub-assemblies with a unique part number, serial number and lot number, problems or non-conformities are swiftly isolated, documented and resolved. Standard Lot Control module reports such as Device History, Shipment, and Inventory Lot Recall reports allow Innomed to quickly trace when and to whom they sold units to by lot. As a result, customers can be quickly notified in the event of a product recall, modification or upgrade.

The Lot Control module integrates with AccountMate's Accounts Receivable, Sales Order, Inventory Control and Purchase Order modules, which enables Innomed personnel to easily comply with FDA and ISO quality requirements with the system's forward and backward lot traceability. Previously, inventory accuracy was 20-30% off. Today, progressive inventory has improved inventory accuracy dramatically. "Since we have added Lot Control, our inventory has been perfect in the last 12 months," said Ingram.

Recalls Ingram, "AccountMate's open architecture, scalability and seamless integration provides a technological backbone that Innomed can cultivate for years to come."

About AccountMate



Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local or cloud installation. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at [accountmate.com](http://accountmate.com).

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