



O-Two Medical Technologies Inc.

Implements Dynamics NAV 2015:

on-time, 25% under budget and with immediate benefits

About O-Two

Founded in 1971, O-Two Medical Technologies is one of Canada's leading privately owned designer and manufacturer of oxygen therapy and resuscitation equipment. This includes a comprehensive product line from SMART BAG MO Bag-Valve-Mask Resuscitators that virtually eliminate the risk of gastric insufflation and inadvertent hyperventilation to automatic time/volume cycled resuscitators and transport ventilators.

Until the end of 2014, O-Two was using a "DOS" based accounting system.

Kim Lassaline, President

"We were using almost entirely Excel and a home-grown Access database to manage inventory and production. The inventory was consistently inaccurate and we were spending almost \$150,000 in air freight alone to stay on top of things."

With the support of Sabre Limited, O-Two successfully applied for and received Yves Landry foundation funding, and purchased and implemented Dynamics NAV 2015.

Sabre Limited

Sabre Limited is a Dynamics NAV Partner located in Cambridge, Ontario, dedicated to assisting discreet manufacturing companies with process improvement. Sabre achieves real results through a combination of better use of their ERP and implementation of manufacturing Best Practices. Sabre's own line of enhancements to Dynamics NAV allow manufacturing companies to achieve more with less.

Implementation Best Practices

With the intent of tripling the business in three years, O-Two needed to implement an ERP system to help gain control over inventory and costs. Being a small company, this was a large expense as a high-end ERP system like Dynamics NAV can be very expensive to install and train.

Sabre Limited specializes in very tightly executed ERP projects in which they focus on limited scope and specific outcomes. Their estimate to complete the project was 345 hours. O-Two demonstrated best-in-class implementation methodologies and completed their implementation in 264 hours – well below the estimate.

Kim Lassaline, President

"We now have much better visibility of inventory, and are finding out about part shortages before they happen; a significant improvement. We are seeing a reduction in air-freight costs and an increase in employee efficiency after just 3 months of using the system."

O-Two did everything right to keep costs down and stay on time.

- Kim Lassaline, President of O-Two was directly involved in the training and project management
- O-Two avoided over-analyzing their requirements, and focused on key requirements, not "bells and whistles."
- Sabre provided on-line training access (including reading materials, quizzes and assignments) and O-Two staff took advantage of that as well as YouTube and Microsoft training courses to reduce costs.
- Sabre made direct recommendations as to settings and configurations (streamlining much of the design process) and O-Two kept things simple and "out of the box".

- Data Load errors were significantly reduced through the use of Sabre proprietary data validation that helped O-Two load data and reduce the typical huge headache of transferring records from legacy to new system.
- Training on-site was limited to “as needed” and more remote work was done.

Results

- On time implementation – up and running live in 6 months following purchase.
- 25% under the estimated budget provided by Sabre.
- DOS System replaced with modern cloud based system in just a few months.
- Reduced Air-Freight and Stock-Outs due to much better inventory management
- Ability to generate reports and data for analysis from one click of the button into Excel.