



Business Solutions

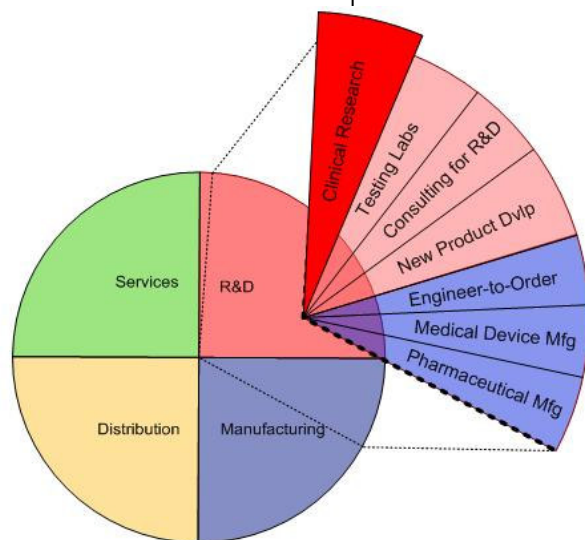
Customer Success Hill Top Research

Founded in 1947, Hill Top Research is one of the world's leading clinical research services companies with research centers throughout North America. Hill Top Research provides research services including clinical research, microbiology, and CRO services for the health care, personal care and oral care industries.

Hill Top Research was using Oracle Financials for their accounting and studies/project needs. However, the system was cumbersome with little out of the box functionality to meet the needs of Hill Top's accounting. With 350-500 employees-most of them part time, Hill Top needed a project and user friendly system to track time against projects, collect study information from lab technicians, and procure subjects for clinical tests.

"The Microsoft Dynamics solution offers the ability to provide more project related needs than the existing system, interface with our recruiting system and allow for the installation and integration of a CRM system in the future," said Ken Bales, Director of Information Technology.

By choosing AccuNet and Microsoft Dynamics SL, Hill Top found a system with built in and upgradeable modification options, a web interface for the 350 plus timecard employees, and a system to track projects, including budget, data collection, and subject procurement.



Who We Serve

Clinical Research Organization

Clinical Research Organizations (CRO) play a central role in moving a drug from creation to market. The outcomes of clinical trials on human subjects will make or break a new drug or product. Competitive products fill other clinical trial pipelines requiring that your organization meet the needs, priorities, and deadlines of your clients as quickly and accurately as possible.

Much of your time is spent attracting not only clients but leading researchers and subject participants. To stay competitive in this era of innovative new products and developments, Clinical Services need to embrace the tools and solutions that allow you to focus on the business of your clients.

AccuNet understands these concerns and offers Clinical Services the tools and solutions to meet your client's needs, regulatory compliance, and trial deadlines.

Our solution is Microsoft Dynamics Project Management and Accounting (PMA). Microsoft Dynamics Project Management and Accounting solutions help managers and staff structure and run studies/projects with optimal cost-efficiency and profitability. With these innovative software tools, you can track the actual expenses of labor, materials, and other costs more easily.

Microsoft Dynamics Project Management and Accounting

- Smooth Project Management
- Accurate Project Details
- Effective Resource Management

Microsoft Dynamics Project Management and Accounting

With a wide spectrum of tools and technologies, Microsoft solutions for project management and accounting give your people the tools they need to accomplish project/study goals and achieve outstanding results on budget, on time, and with excellent resource efficiency.

Control costs and improve profitability

Microsoft project management and accounting solutions can help managers and staff structure and run projects/studies with optimal cost-efficiency and profitability. With these innovative software tools, they can create just the billing structures they need and track the actual expenses of labor, materials, and other costs more easily. Your finance department can ensure a healthy cash flow by reducing the length of billing cycles, always staying on top of unbilled receivable amounts and transforming them into revenue. The solutions also allow them to be constantly aware of changes in key values such as costs or margins, so they can take needed action promptly.

Streamline project management

With Microsoft project management and accounting solutions, your people can track project/study progress, identify issues, and implement changes quickly. They can accelerate project workflows through automation and make important project information available to all stakeholders with immediacy. These solutions can integrate with the business management software already at work in your financial management, human resources, or other lines of business, so people can spend less time administering business processes, and more time pursuing new business opportunities. The Microsoft project management and accounting solutions also offer the flexibility to adjust to the needs of different business roles in project management.

Achieve optimal productivity from your resources

With the assistance of Microsoft project management and accounting solutions, you can manage your employees, contractors, partner relationships, and material resources to be in line with project/study goals and client expectations. Using all of your resources to best effect can help you complete projects on or under budget and on time or early, providing additional opportunities for winning new projects and running them successfully. From the first stages of project planning to completion, Microsoft solutions can contribute to an increase in the business value of the resources on each project.



FOR MORE INFORMATION:
929 Eastwind Drive, Suite 221
Westerville, OH 43081

614-899-9900

www.accu.com

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