

HILL TOP RESEARCH



Solution Overview

Hill Top Research
Miami, Ohio
www.hill-top.com

Industry

Life Sciences
Clinical Research

Scenario

Hill Top Research was using Oracle Financials for their accounting and project needs. However, the system was cumbersome with little out of the box functionality to meet the needs of Hill Top's accounting.

Solution

Hill Top chose AccuNet, Inc. and Microsoft Dynamics Project Management and Accounting.

Technologies

Microsoft Dynamics – SL
Microsoft Project
Microsoft Project Server
Microsoft Business Portal
Microsoft Dynamics – CRM

Benefits

- Built In, Upgradeable Modification Options
- Web interface for timecard entry
- Project tracking system
- CRM Integration
- Dedicated Service Provider

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.

SITUATION

Hill Top Research was using Oracle Financials for their accounting and 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 system had been customized to the point that upgrading was going to cost more than if we replaced it," said Ken Bales, Director of Information Technology at Hill Top.

"For Hill Top's system, as with any system with modifications made to the code, we had to toss the service packs and upgrades out the window since they no longer worked with our necessary changes," continued Bales who was in charge of finding and selecting a new system that would be friendly to their company's demands.

SOLUTION

Hill Top looked at several system providers and packages, but they settled on AccuNet and Microsoft Dynamics SL because it provided the most capabilities for growth at 50% less cost than competitive products.

"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 Bales.

"We chose AccuNet because they were professional and had a plan of action," continued Bales.

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.

"We chose AccuNet because they were professional and had a plan of action."

Ken Bales
Director of Information Technology

We offer solutions to Life Science companies that help reduce the cost of operations and regulatory compliance while continuously improving business performance.

Microsoft project management and accounting solutions can help managers and staff structure and run projects with optimal cost-efficiency and profitability. With these innovative software tools, they can track the actual expenses of labor, materials, and other costs more easily. The solutions also allow them to be constantly aware of changes in key values so they can take needed action promptly.

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BENEFITS

Built In, Upgradeable Modification Options

Microsoft Dynamics SL makes it possible to modify user defined fields with Customization Manager Module without making changes to the code. In fact, customizing the system code in SL is not allowed.

"Microsoft Dynamics SL has user defined fields that allow me to modify as often as necessary and will actually upgrade with the entire system," said Bales.

"I don't know of any features that these fancy, high end systems can do that Microsoft Dynamics SL won't do," said Bales. Microsoft Dynamics makes any modifications simple and user friendly to work the way Hill Top does.

Web Interface for Timecard Entry

Hill Top uses the web interface Microsoft Business Portal with Microsoft Dynamics to give timecard access to the 350 plus employees from anywhere at anytime.

Throughout the year, Hill Top has between 350 and 500 full and part time employees on various shifts working on a myriad of projects. Each employee has varying educational levels, so Bales needed to create a system compatible with everyone. With Business Portal, employees can access their timecards by login onto the computer and enter time into default fields based upon a single project number.

Project Tracking System

Hill Top and AccuNet created an intelligent time piece to accurately track all projects no matter which user is inputting time.

"Most people don't understand a chart of accounts and sub account structure," says Bales. Now employees can go into their timecards and select a project number, the activity they performed and their role. The system comes up with the chart of accounts and sub accounts. Now Hill Top can accurately track time against projects.

CRM Integration

Hill Top is using Microsoft Dynamics CRM to track subject data, client information, and outbound bids. CRM integrates with Microsoft Dynamics SL, sharing information between the two.

Dedicated Service Provider

By choosing AccuNet as their system provider, Hill Top has found a partner in their business.

"AccuNet has a professional approach to solving the outlined problems," says Bales, "and a well documented plan for implementing the solution."