



A Shining Example of Compliance: Acumed's Ready for the Sunshine Act

By integrating with R-Squared and the company's SAP ERP, Concur helped Acumed get ahead of the game. The company now has visibility into real-time spend, a customized solution and is compliant with the Sunshine Act's requirements.

About Acumed

What started as a small family business in 1988, has become a market leader in developing orthopedic and medical solutions for complicated bone fractures. Currently headquartered in Hillsboro, Oregon, with a global distribution network and offices worldwide Acumed is a multi-award-winning company, dedicated to innovative and quality medical device solutions. They are committed to the highest standards of manufacturing and proudly produce over 90% of their implants in the U.S.

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Erin Tasker, Senior Accounting Specialist-Aggregate Spend

The Sunshine Act

The Federal Physicians Payment "Sunshine Act" requires that medical device, pharmaceutical and biologic companies track and report in-detail on all meals and travel costs spent on healthcare providers in the course of educating the providers. Additionally, various states have different reporting requirements, often making it difficult to keep requirements straight. However, with Concur's advanced attendee spend tracking functionality integrated with R-Squared's Aggregate Spend Compliance Software; Acumed is ahead of the game.

ACUMED®

Company Name

Acumed

Solutions

Concur® Travel
Concur® Expense
Concur® for Mobile
Concur® Pay
Triplt

Industry

Biomedical Manufacturing and Sales

Company Size

350 Employees

Location

Hillsboro, Oregon

Why Concur?

- Integration with SAP ERP
- Reduction of travel-booking fees by 30%
- Customization of auditing rules
- Single system, one-login approach

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Visibility, savings, compliance

“With Concur, there’s no option for error,” says Erin Tasker, Senior Accounting Specialist-Aggregate Spend for Acumed. “Healthcare Professionals and attendee names, addresses, license numbers and associated details are accessible in the solution, along with our categories of spend and spending limits. Everything’s been integrated into Concur® Travel & Expense. That’s a big plus for our employees. Tracking attendee data— quickly and easily— is just a routine part of expense reporting for us now.”

The data is captured in Concur® Expense and extracted to R-Squared’s SpendTracker®, along with data from various other sources, to compile one complete view of spend per physician. They also run nightly extracts to their SAP accounting system. “Thanks to Concur, we get real-time accounting data every single day with no touch,” says Tasker. “That’s huge.”

Keeping track of every detail with up-to-the-minute clarity is important for Acumed’s travelers. With the integration of Triplt® and Concur solutions, employees can coordinate travel booking and receive the latest updates and alerts (such as changes to itineraries, flight gates, and related details) on their mobile device. With Concur® for Mobile, employees create and submit expense reports on the road; managers can review and approve reports at their convenience. “About half of our employees travel and they love the Concur mobile app,” says Tasker. “They can submit an expense report without opening their laptops.”

Adding Triplt to the mix of Concur solutions is just the latest in a series of wins for Acumed. “We began by moving from a manual system to Concur Expense, and with 2,000 expense reports a year, that was an enormous time savings,” says Tasker. “Later, integrating with Concur® Travel reduced our booking fees by 30 percent.” Adding Concur® Pay boosted reimbursement time by what Tasker termed “a remarkable margin.” Next up: integrating a corporate credit card. “Visibility, savings, compliance,” says Tasker. “Thanks to Concur, we’ve got it all.

Acumed’s results with Concur

Highlights from Acumed’s Concur solution include:

- Attendee data is easily and accurately tracked (in compliance with the Sunshine Act and other physician-spend legislation).
- Automated nightly extracts of accounting data integrates with the company’s SAP ERP to support best practices in accounting and financial management.
- Managers and employees love the single-system, one-login approach to travel booking, expense report submission and attendee data input.
- Reduction of travel-booking fees by more than 30 percent.
- Customization of the company’s auditing rules has resulted in significant savings.
- Elimination of paper expense reports, receipt handling and storage.

“I can’t say enough about Concur,” says Tasker. “I’ve collaborated with them on implementation. I’ve worked with both the travel side and the expense side. And I’m involved with auditing and reporting. It’s a superior solution.”

