



## Real-World Results Orchestra BioMed >

Orchestra BioMed is a US-based biomedical innovation company providing high-impact solutions for large unmet needs in procedurebased medicine, primarily focused on the development of interventional devices, bioelectronic and neuromodulation therapies for the treatment of cardiovascular diseases.



### CHALLENGE

Orchestra BioMed was quickly outgrowing the functionality of their existing accounting solution.



### SOLUTION

RKL eSolutions implemented Sage Intacct and integrated many of Orchestra BioMed's third party systems.



### RESULTS

Orchestra BioMed saw significant time savings as well as the ability to quickly create financial reports. They were able to seamlessly transition their workforce to a work from-home environment.

## A Look At THEIR STORY >

### COMPANY GROWTH OUTPACING BASIC SYSTEMS

As the company grew they realized that they needed to find a more sophisticated business management platform that would allow them to automate tedious manual processes.

By the end of 2018, Orchestra BioMed was rapidly outgrowing their existing Quickbooks solution. As their business grew, their dispersed workforce began to feel the strain of manual processes. To support the team of employees located around the country and the world, they wanted to put systems in place that would allow

transactions to be processed remotely. They explored several solutions and eventually decided that Sage was the right fit for their company. After having worked with RKL eSolutions in the past, Joshua Aiello, Corporate Controller at Orchestra BioMed, reached out again to see if they could help.

### IMPLEMENTING A SOLUTION THAT GROWS WITH THE ORGANIZATION

Orchestra BioMed was essentially starting from scratch as far as ERP software was concerned and wanted to maximize their usage of the technology. RKL eSolutions

implemented cloud-based Sage Intacct to ensure that all of Orchestra BioMed's employees would have full access to all of the functions of the new ERP system.

Since implementing the ERP system, Orchestra BioMed has incorporated electronic PO and invoice approvals and electronic sign-off of ACH's and checks. They also integrated an employee expense reimbursement tool (Abacus) with Sage Intacct, integrated their sales payment gateway (Authorize.net) with Sage Intacct and created many custom reports for financial reporting. "To implement these processes", Aiello explained, "we often relied on the expertise of RKL eSolutions. Their team has been and continues to be helpful in all aspects of our process development. They are involved in our brainstorming, planning, testing, implementation, and "go-live" phases. We view them as an extension of our team and would not experience the success we have today without their assistance."

#### **STREAMLINING PROCESSES FOR SEAMLESS EFFICIENCY**

Since their ERP implementation Orchestra BioMed has seen significant amounts of time saved to process invoice and sales transactions. Approval routing is stored electronically for record retention as well as referencing. They have begun a process of monthly financial reporting which wouldn't have been possible before the switch. Additionally, when employees needed to transition to working remotely, their cloud-based processes were not impacted at all. Aiello concluded, "We were able to flip a switch easily to work from home seamlessly. It has been a great experience with SAGE Intacct, and RKL has been an integral part of our progress."



#### **A TEAM YOU CAN TRUST**

"We often relied on the expertise of RKL eSolutions. We view them as an extension of our team and would not experience the success we have today without their assistance."

**JOSHUA AIELLO, CORPORATE CONTROLLER,  
ORCHESTRA BIOMED**



#### **About RKL eSolutions**

Since 2001, RKL eSolutions has helped growing companies maximize their technology resources and investment. Over the years, we have helped hundreds of small and medium sized businesses as their strategic business partner. We specialize in the needs of Entertainment, Software & SaaS, Professional Services, Manufacturing, and Non Profit organizations. Our experienced consultants have a passion for making every facet of your business successful and are intent on building a long-term relationship with every client.



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