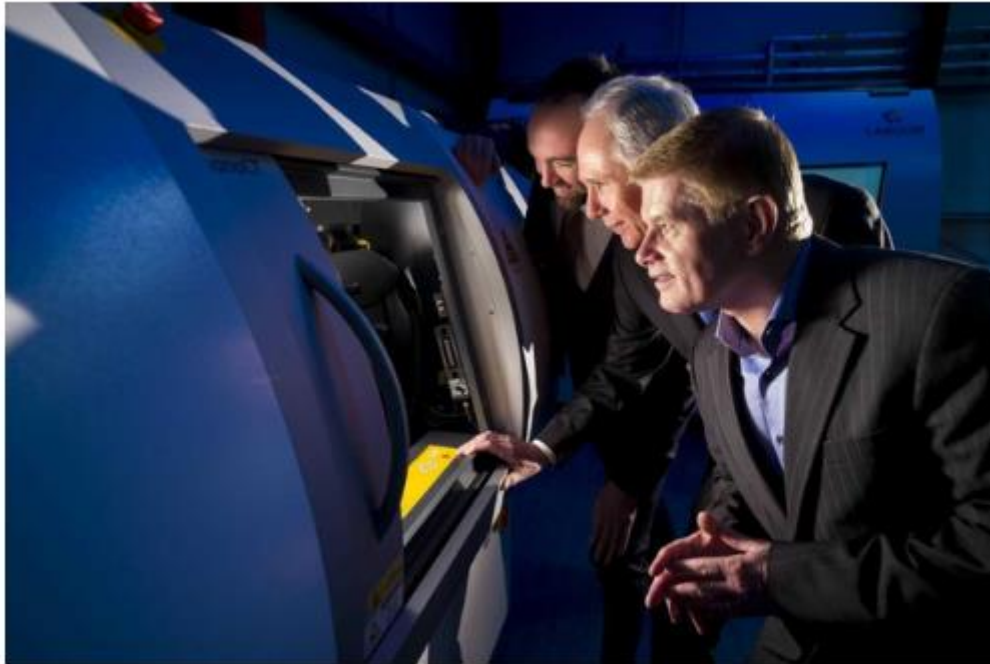


Irish-owned med tech Labquip future proofs business in €100k deal with OSSM Cloud



Conor Cusack, Sales Manager, Labquip; John Cusack, Managing Director, Labquip; and Ray Ryan, CEO, OSSM Cloud

Irish-owned med tech firm Labquip has simplified its business processes through a €100k deal with OSSM Cloud Solutions.

The solution from the Dublin-based cloud software provider will enable the family-run firm to focus on future growth plans.

Established over three decades, Labquip supplies specialist laboratory supplies and equipment across Ireland and the UK.

The system upgrade was implemented as demand for quality control in high-end manufacturing has soared in recent years.

Sales manager Conor Cusack said that the company's business is dependent on delivering a high-quality service.

"We, as a company, had outgrown the previous accounting and customer relationship management (CRM) systems which led to the duplication of data into separate systems, taking up a significant amount of time and leading to confusion," he said.

"The new cloud-based system has radically transformed our business, making our company processes quicker and simpler. Real time data is now at our fingertips, enabling us to deliver a better, more efficient service to our customers. It's freed up our sales team to focus on sales and not on the administration."

OSSM Cloud implemented the Oracle NetSuite ERP solution that integrates and combines the various business units including CRM, sales, ordering, installation and accounting processes.

The new system enables the team to work on the same platform, providing real-time data and eliminating dual data entry.

The solution has also streamlined and simplified the quotation-to-sales order and the sales order-to-invoice processes which are now based on a single data entry routine.