

# Adagio Notes

Special Edition

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## Pro Med sets industry pace using Adagio software

### Nurse staffing agency switches to Adagio to meet hospital's changing demands

Pro Med is the leading nurse staffing agency in the metropolitan Baltimore area. In a field that has witnessed radical change in the past year, including new managed care systems and ever increasing pressures of cost containment, Pro Med has remained at the top of their field.

Pro Med provides temporary staffing for hospitals in many different health areas, including adult and pediatric critical care, emergency care and specialty care, with medical and surgical nurses. Their goal is to provide the highest quality specialty nursing services that exceed national and state standards.



To keep up with the industry's pace, Pro Med's Chief Financial Officer, Wendy Perez, needed a fast and flexible accounting system. Eight months ago, Pro Med was using ACCPAC's Accounts Receivable with Softrak's Quik

Invoices. But as the health care industry changed, so did its demands. "I had to print invoices on legal size paper," explained Wendy, "which meant that I had to cut and paste the data each time I wanted to print an invoice."

One hospital then asked to have a particular invoice format and report sent to them each week – a different invoice format and report than other hospitals requested. The software simply couldn't keep up with the industry's demands and this is when Pro Med decided to look for a more flexible solution.

Pro Med consulted with Carol Lord Openhym of Allegro Automation for help. Carol recommended the

new Windows-based accounting programs developed by Softrak systems, called Adagio, because the Adagio programs offer greater flexibility with a fast and familiar interface.

Wendy now uses Adagio Invoices and Adagio Receivables. She creates invoice batches throughout the week, then prints and mails the invoices to hospitals on Fridays.

The Adagio products give Pro Med more control over invoicing as Wendy can now tailor invoices and reports for each hospital. To print on legal sized paper, "now all I have to do is select the invoice I want, then select 'legal size paper.' It's much easier," Wendy explained.

**The Adagio programs are "extremely easy to use. As soon as it was installed, by the end of the first day, I was already up to speed."**

To print a special invoice for a particular hospital, Wendy uses the Windows-based Specification Designer, which is included with Adagio Invoices. The Specification Designer allows her to create any number of invoice formats. "Once I have created a specification, all I have to do from then on is select the specification, then print." This means that each hospital could receive invoices and reports in whatever format they preferred.

In upgrading from the DOS products, Wendy finds the Adagio programs "extremely easy to use. As soon as it was installed, by the end of the first day, I was already up to speed," she said. "There was no down-time, especially since I was already familiar with Windows."

And there was no fear that data might be damaged in converting to Adagio because the Adagio programs require no data conversion. The Adagio modules work directly on ACCPAC Plus data.

Pro Med is no longer trying to keep up with the pace of their industry; they are setting the pace. They provide the best temporary staffing service to hospitals at a price unmatched by their closest competitor. As Pro Med can match each hospital's staffing needs, Wendy can also meet their invoicing needs using Adagio software.

# Softrak