



## ORTHOPEDIC SPINE THERAPY

### Orthopedic & Spine Therapy is More Efficient

Orthopedic & Spine Therapy is benefiting from a number of ideas implemented by Competitive Strategies, Inc.

*MAS 90 is used for Business Management, Financial Reporting & Payroll.*

*F9 Financial Reporting consolidates data from multiple companies and adds it up quickly.*

*Employee Hours are collected and compiled using a custom written database program.*

*Paperless Office...about a \$2,000 savings on paper per year.*

*"We'd be happy to recommend them (CSI) to anybody"*

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Orthopedic & Spine Therapy's history begins on Sept. 4, 1990 and today, the company employs about 75 people. With corporate headquarters in Appleton and approximate revenue of \$7 million, the company has 14 clinics throughout the state – including eleven clinics in northeastern Wisconsin.

Due to the number of locations the company has, Controller Rachel Paluch said it previously took a long time to combine information from all of those locations. Competitive Strategies, Inc. (CSI) was able to provide solutions for the company. "We came in contact with them (Competitive Strategies, Inc.) through Heartland Business Systems," Rachel said. "They recommended that we see Competitive Strategies for support."

Competitive Strategies provides support services for MAS 90 accounting software and began working with Orthopedic & Spine Therapy in December of 2007. CSI made several recommendations and helped Orthopedic & Spine Therapy implement them. Those strategies included Time Entry, Direct Deposit, Paperless Office and integrating the F9 software with MAS 90.

Rachel said the F9 software allows them to pull information directly from MAS 90 and into Excel and to pull data from multiple companies and add it up quickly. She said that was the first thing they did and that it has saved much time on her end.

Time Entry was another time-saving solution from CSI. "We had everyone keeping paper time sheets," Rachel said. For each two-week pay period, all of that information was faxed to her, and because the time sheets were written by hand, she had to double check all of the numbers. That was time consuming.

Competitive Strategies developed a database that allows each employee to use their computer to compile their hours worked, using their employee ID number to do so. "Every two weeks, I can go in and pull out everyone's data," Rachel said. "It's saving time, not having to recheck, and it's saving on paper. That's a huge time saver for us. People can still check their hours through the course of the week."

And, the company loves Paperless Office – another strategy that was implemented. "Everything I used to print out on paper can instead be a PDF file saved on the computer," she said. "That saves a ton of paper. That's about a \$2,000 savings on paper per year." Paperless Office also allows them to send pay stubs in a PDF file electronically, saving time on folding them for mailing, as well as a savings on paper and postage. "That frees me up to do other managerial duties," she said, adding that CSI has been great providing MAS 90 support and that the biggest advantage of working with the company has been their ideas and ability to offer solutions to problems.

Rachel says the ideas implemented by Competitive Strategies, Inc. allows Orthopedic & Spine Therapy to be more efficient, and it saves the company time and money. "Because we have F9 software and we can look at everything, it's easier for us to look at the global picture – looking at where the company's been and where the company's going," she said. "Overall, we're very pleased with their services. We'd be happy to recommend them to anybody."



Orthopedic & Spine Therapy provides services such as physical therapy and massage therapy. Visit [www.ostpt.com](http://www.ostpt.com).

