



A healthcare staffing firm discovers Navision Attain has the right qualifications!

Martin Fletcher began as an idea. An idea that today has grown into one of the largest healthcare staffing firms in the United States.

Based in Irving, Texas, Martin Fletcher is committed to helping healthcare organizations solve their staffing challenges by providing permanent placement services for both physician and Allied/Nursing search divisions with over 120 employees. The future includes many ideas and new divisions for this young and exciting company that has so much to offer.

Just Any Software Would Not Do

When Michael Burks, Martin Fletcher's Controller, first met with SimCrest's Sales Manager, Dana Toney, he knew he was looking for a unique product that would keep the pace with the company's growth.

"The developers were able to actually show us how Navision could solve our problems and were willing to build all those details into a fixed bid!"

"Our industry is a unique one in that every client has a specific need that may be completely different from any other.

Because our resources are human, we have a unique quest to undertake to find the best fit for our client." said Burks.

"They now have a system that can meet the demanding needs of their business and can allow them the flexibility to grow . . ."

"When Dana and I first met, I knew I was seeing a product that was different from the others. Navision was immediately a front runner" remarked Burks. "We met several times with members of the SimCrest team and we really hammered our needs down to the details. It was imperative for us not to make a mistake in our selection." Burks continued, "The developers were able to actually show us how Navision could solve our problems and were willing to build all those details into a fixed bid!"

Solution

Sr. Developer, Morten Janum met with Burks and his team to discuss the intricacies of their environment. "They had a very detailed compensation plan for their sales and recruiting staff as do many agencies similar to theirs. Compensation plans are typically unique for each company and require

Success Profile

Customer Name

Martin, Fletcher and Associates

Type of Business

Martin Fletcher is a healthcare staffing agency with unique needs to fit each client individually.

Business Issues

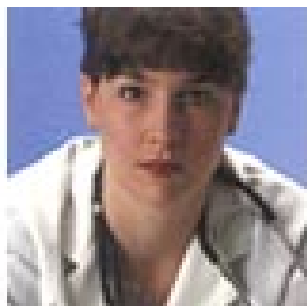
- Resources are human.
- Each client has specific need different from any other.
- Detailed compensation plan.
- Recurring billing based on contract status.

Solution

- Navision Attain

Return on Investment

- Seamless integration between contract system and financial system.
- Automatic billing based on contracts.
- Improved financial reporting at Personal/ Team level.
- Automatic commission calculations.



detailed programming to accomplish the goals,” said Janum. “We looked at the compensation splits and overrides and unique percentages to each position and easily built them into Navision Attain’s open environment.”

“They now have a system that can meet the demanding needs of their business and can allow them the flexibility to grow and expand as their needs change.” Toney commented. “They have a system that can stay with them for the long haul.”

“SimCrest was exactly what we needed” said Burks, “a very comprehensive team that was able to understand and capture what we needed and to do it with a cost containment bid is simply unheard of. SimCrest is now an extension of our IT team and we are thrilled with our decision to implement Navision Attain”



Picking the right consulting firm can be challenging. You want a firm that has experience, industry knowledge and of course, innovative ideas.

Our firm has the background and knowledge to help you or your company succeed. Below we describe our background and describe the different services we offer.

Our Services:

- Advisory work
- Analysis
- Programming
- Project Management
- Implementation
- Deployment
- Training
- On-going Support
- Hotline

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