

### Company Profile

Name: Gonzaba Medical Group

Industry: Healthcare

Location: San Antonio, TX

Website: Gonzaba.com

### Challenge

Gonzaba's accounting software was several generation old, no longer supported by the developer and did not have the flexibility required to produce the financial reports needed.

### Solution

Gonzaba reached out to trusted Partner, Mindover Software who implemented Sage 100 ERP along with multiple time & cost saving tools as well as offered strategic guidance to create more efficient operating processes.

### Results

With automated processes, reduced duplicate data entry and integrated reporting Gonzaba has streamlined their operations all while saving \$100,000 in costs with the help from Mindover Software.

For over 50 years, Gonzaba Medical Group has been providing residents in San Antonio, TX and the surrounding areas with quality patient care and superior customer service. Starting out as a small, two room medical practice in the 1960s, Gonzaba has grown into a conglomerate comprised of over 60 providers spread across 5 locations in the San Antonio area. Dedicated to their mission of putting the customer first, Gonzaba is changing the way healthcare is provided by pairing innovative technology with high quality care.

### An Accounting System in Need of Exceptional Care

In order to effectively manage the financial and accounting aspects of the organization, Gonzaba needed an accounting system capable of handling the intricacies involved in running a major medical practice. Their previous software, Sage MAS 90, was several generations old, no longer supported by Sage, and did not have the flexibility required to produce the financial reports they needed. After reaching out to their current software provider and failing to receive the support they needed to upgrade to Sage 100 ERP, Gonzaba began looking for new Sage software vendors in the San Antonio area.

After reviewing several software vendors, Gonzaba invited Mindover Software into the practice to make a presentation.



"From the beginning, the team at Mindover Software was very excited about the opportunity," recalls Paul Ballard, CFO for Gonzaba Medical Group. "Mindover had a good reputation, exhibited solid knowledge of the software, and proved that they were more than willing to do whatever it was going to take to help us move into the new millennium of the software."

Convinced the team at Mindover knew what they were doing in terms of the upgrade to Sage 100 ERP, Gonzaba chose Mindover as their technology provider.

### A Provider Who Goes Above and Beyond

Originally slated to take six months, the software implementation was finished in two months, eliminating the complications of having to run dual systems and allowing Gonzaba to benefit from the software's features much faster. In addition to upgrading the software to Sage 100 ERP, Mindover Software implemented strategic

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## Mindover Software

Mindover Software is a business software reseller offering a broad range of accounting, ERP and CRM software including Acumatica, Sage 100, Sage 300 and Sage CRM. From offices in Austin, Boise, Dallas, San Antonio, and San Diego, Mindover Software’s team of professional consultants help companies achieve greater efficiency, cost savings and profitability.

With over 2 million business customers worldwide, the software solutions we offer are completely focused on the SMB market. With Mindover Software as your business partner, you will receive the most complete software advice and implementation services and support available.



budgeting and financial analysis components to help Gonzaba gain more insight into their financial situation.

“We are excited about the capabilities Budget Maestro and Analytics Maestro bring to our organization,” says Ballard. “With these additional components, we can create a variety of financial reports that tell our story to the owners, managers, and employees about what we are doing, how we’re doing it, and where we can do better.”

In addition to providing Gonzaba with improved financial reporting, Mindover automated the check reconciliation and Purchase Order program to help Gonzaba save time in the reconciliation and PO process. Now instead of manually having to enter which checks have cleared in order to reconcile bank accounts, the system does it automatically, saving Gonzaba over 20 hours a month.

“Gonzaba was wasting valuable time entering information into the system that could be automated,” recalls Lloyd Smith, President and Director of Operations at Mindover Software. “By implementing the bank reconciliation and Purchase Order programs, we were able to help Gonzaba increase their efficiency in the reconciliation and inventory management process.”



**GONZABA**  
MEDICAL GROUP

*Como Familia | Like Family*

## Quality Customer Care Makes All the Difference

Today Gonzaba is reaping the benefits of an updated accounting solution, improved reporting capabilities, and more efficient processes all around. They have saved over \$100,000 in costs and anticipate even greater cost savings in the future.

“Mindover Software has done a great job of educating us on how the software works and how they have put things together for us,” says Ballard. “They are a solid group who know the product inside and out. Their team is adaptable, innovative, and forward-thinking. They have a can-do attitude and always bring solutions to help solve our challenges.”