



## SAP Business ByDesign provides the right Rx for a medical device maker

The founders of BioDerm, Inc. looked at the devices available to people with incontinence, and knew there had to be a better and more innovative way. So they developed a line of products that are more advanced, more comfortable, and more discreet. **When choosing a software provider, BioDerm also knew there had to be a better and more innovative way.** They found it in SAP Business ByDesign.

# “One solution that handles everything.”

Looking for growth without limits

## Objectives

- Lacking a budget for IT hardware, software, and staffing, the company wanted a cloud-based ERP application.
- BioDerm wanted a CRM application that could support its excellent inside sales force.
- With inventory reconciliation taking three weeks after the close of each month, BioDerm wanted a solution that would speed inventory management.

## Why SAP

- “SAP Business ByDesign came up as the one solution that would handle everything we needed to handle,” says BioDerm CFO Byron Dyke. It’s got the marketing capabilities, it’s got the CRM capabilities, and the inter-company capabilities. There was no other product out there that had that kind of coverage.”

## Benefits

- Since using SAP Business ByDesign, BioDerm has doubled its revenue.
- Financial statements are now generated two days after the close of the month.
- Inventory management is far easier. “It’s been a pleasure not to have to go out and do physical inventories, and to not have to go in and edit spreadsheets of data,” Mr. Dyke says.
- BioDerm employees trust that the information they receive is accurate and up-to-the-minute – and use that information to make better decisions.

## Future plans

- “We have some rather aggressive growth plans,” Mr. Dyke says. “In three to five years, instead of a 50-person company, we’ll probably be a 250-person company.”
- “SAP Business ByDesign seems to be able to handle the volume,” he adds.

“The disciplines that SAP puts into SAP Business ByDesign are just invaluable.”

Byron Dyke, CFO, BioDerm Inc.



## Company

BioDerm Inc.

## Headquarters

Largo, FL USA

## Industry

Medical Devices

## Products and Services

External catheters, catheter securement systems, skin interface products, urine drainage bags

## Employees

50

## Web Site

[www.bioderminc.com](http://www.bioderminc.com)

## Partner

Navigator Business Solutions  
[www.nbs-us.com](http://www.nbs-us.com)

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