



### **POLY SCIENTIFIC DISCOVERS DYNAMICS' FORMULA**

Established in 1969, Poly Scientific ([www.polyrnd.com](http://www.polyrnd.com)) is one of the leading manufacturers of chemicals, stains and reagents for histology, cytology, microbiology, as well as other items for in vitro diagnostic testing.

Poly Scientific's mission is to increase potential customers while maintaining their existing customer base through quality service and offering paramount products.

In 2006, the company determined that they could no longer efficiently and effectively operate their business with their existing software system. Although Poly had one software vendor, it required extensive modifications and additional disconnected systems running simultaneously. The costs were prohibitive in addition to creating extensive time to engineer the modifications. Additionally, the software vendor changed ownership so many times that Poly was not confident in the relationship and found it difficult to rely upon them for support and knowledge. In general it was a highly modified system, with additional un-integrated applications with questionable support.

Delio DiCuffa, the IT Director, was determined to find a software solution that would accommodate his current and future needs. Tired of dealing with his prior provider changing hands, it was important that the software provider be stable and solvent for the foreseeable future. It was important that the ERP solution selected was Windows based, and he discovered that Microsoft had the proper offering. A Microsoft Certified Partner, Dynaxsys, provided Poly Scientific with a system called Dynamics AX. This solution provided Poly Scientific with two solid resources for success; Microsoft for Dynamics AX and Dynaxsys for implementation.

The software implementation was painless and well organized. With the exception of one department (soon to convert), the entire company utilizes the software and finds it "user friendly" and because it uses the familiar Windows interface, the users found it much easier to adapt to initially.

Mr. DiCuffa said *"The staff at Dynaxsys trained our employees with a company-specific approach and avoided unnecessary learning. This method expedited going live and minimized follow-up training and support."*

The time and costs of a cumbersome system should all be a thing of the past as Poly Scientific forges ahead with a state of the art software system and an alliance with an industry giant and a professional, highly trained experienced certified partner.

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