CHRIS ENGERT
director of business and quality information systems
OneBlood, Inc.

DynamicPoint — Create. Connect. Collaborate.

oneblood — Share your power.

SOLUTION:
DynamicPoint Expense Management

OneBlood is a not-for-profit 501(c)(3) community asset responsible for providing safe, available, and affordable blood to more than 200 hospital partners and their patients throughout most of Florida, parts of Georgia, Alabama, and South Carolina. The organization distributes nearly one million blood products annually, employs more than 2,500 people, operates more than 80 donor centers, and deploys more than 200 mobile collection units.

OneBlood struggled with manual and inefficient expense reimbursement and credit card approval workflows. Employee reimbursements were delayed due to the short timeframe for processing as well as a lack of integration between expense approval and the electronic funds transfer (EFT) process. Chris Engert, director of business and quality information systems, shares, "Basically, employees never knew the status of their request or when they were getting paid, which prompted many calls and emails to the accounts payable team."

Since 2012, OneBlood has been merging with other blood centers in Florida. So, when the organization began searching for an expense management solution, critical requirements included ease of use, scalability, and quick deployment. "Selecting DynamicPoint's Expense Management solution was a natural fit for OneBlood as it allowed us to leverage our existing IT infrastructure, SharePoint, Microsoft Dynamics GP, and EFT application footprint, which ultimately gave us an end-to-end solution," Chris explains. "Since DynamicPoint is built on these highly scalable systems, we have been able to triple the size of our user base at virtually no additional cost since our initial purchase."

SharePoint is also now integrated with OneBlood's Active Directory, eliminating the need for manual routing workflow and user management. The OneBlood team has been able to customize its expense management solution specific to business needs very quickly at a reasonable cost. "I can't forget that this application is very easy to use," Chris says, "Which our team members love!" All of these factors have resulted in very low total cost of ownership.

While the application has brought tremendous value and efficiency to the OneBlood organization, DynamicPoint's differentiator has been the support and professional services team. "IT systems are never perfect. The difference between a good and average (or poor) experience is made when a vendor proves themselves as a true business Partner by ensuring the customer is getting the value they expect from their product," Chris concludes. "It's this character and culture of their team that validates my decision to partner with DynamicPoint."