

DELPHION, INC.

Microsoft Business Solutions

Solution Overview

Industry

Intellectual Property
High Technology

Scenario

Delphion was a newly formed subsidiary of IBM and needed a complete financial package.

Company Profile

Delphion provides the most comprehensive intellectual asset management (IAM) software and services available.

Solution

Microsoft Business Solutions, Great Plains provided Delphion with the scalability they needed to grow their business.

Software Used

Microsoft Business Solutions,
Great Plains eEnterprise
Financial Series
Microsoft SQL Server

The Microsoft Business Solutions, Great Plains provided a scalable solution that would allow Delphion's business to expand and grow.

Company

Founded in 1999, Delphion, Inc. is a leading digital marketplace and solutions company that provides one of the industry's most comprehensive intellectual property listing databases. By offering a wide range of value-added services, analytical tools, and trade and licensing support for companies, governments, institutions and individuals interested in buying, selling, or protecting intellectual property, Delphion enables companies to effectively manage and leverage their intellectual property.

Delphion provides an on-line research platform that enables users to search, analyze, buy, sell, and license intellectual property. Delphion also provides an in-house solution for intellectual property information storage, retrieval and analysis, and other products and services that enable companies to more effectively manage and leverage their intellectual property.

Situation

Because Delphion is a newly-formed company, they required a comprehensive software solution to manage accounts receivable, accounts payable, general ledger and reporting requirements.

System Solution

After evaluating several financial packages available in the marketplace, Delphion chose Merit to implement the Microsoft Business Solutions, Great Plains software package.

“The integration process was fairly complex due to integration of billing data from our Internet site to create invoices. The Merit staff listened to our business needs and responded with good business recommendations.”

*Ken Myszkowski
Director of Finance & Controller
Delphion*

For more information about Merit or Microsoft Business Solutions, visit www.greatplains.com or www.Merit.com

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“We looked at other software providers, but found their solutions to be very complicated,” said Ken Myszkowski, Director of Finance and Controller, Delphion. “Microsoft Business Solutions, Great Plains’ software provided a complete, dynamic solution that could scale and expand along with our growing business while Merit provided the customization that we needed without creating a system that would be impossible to use and understand.”

Measures of Success

Fast implementation, ease to use and support and excellent process flexibility are all critical areas where eEnterprise is helping Delphion improve their business processes.

“We have completely eliminated the need to process invoices individually,” said Myszkowski. “In addition, with the customized FRx Reporting Module, we are able to satisfy internal and external reporting requirements critical to our business.”

Keeping employees happy is an added benefit of using Microsoft Business Solutions, Great Plains.

“The general ledger module is capable of accepting downloaded files from an external payroll processing service thus decreasing the time necessary to process payroll, which is critical in keeping our employees happy,” said Myszkowski.

Also having experts implement the software helped with ease the deployment process.

“The Merit consultants listened to our business needs and responded with excellent business recommendations,” said Myszkowski. “That certainly helped make the implementation process go smoothly.”

