

# ARCHIBUS Success Story



## Largest Surgical Care Company Transplants Real Estate and Lease Management Processes to ARCHIBUS

Maximizing the business value of its real estate is as important as optimizing the quality of patient care at Birmingham, Alabama-based Surgical Care Affiliates (SCA), the largest independent surgical care company in the United States.

The former surgery division of Health South Corporation, SCA was spun off as a separate entity in 2007 to provide lower cost surgical services and a more convenient alternative to traditional hospitals.

SCA currently has a real estate portfolio that includes 128 surgery centers and three surgical hospitals comprising a total of 234 buildings in 30 states with 2,000,000+ square feet of space under management. These represent both owned and leased spaces used by its more than 3,000 surgical partners.

When it came time to operate independently, however, SCA was faced with an important choice of whether to continue using the parent company's Intuit MRI solution and FileMaker Pro database or find an integrated solution with broader capabilities better suited to its needs.

Whichever route was chosen, the system had to support such vital functions as the SCA Real Estate Department's lease negotiations, accounts receivable/payable, budgeting, benchmarking, reporting and other activities.

### Superior Performance, 45-Day Implementation

Bill Jollit, SCA's Director of Corporate Real Estate, and Mackey Habisreitingger, SCA Real Estate Analyst, evaluated a number of Integrated Workplace Management System (IWMS) application providers. They ultimately opted for a wholesale transition to ARCHIBUS Real Property & Lease Management as a comprehensive management platform.

"The other solutions we looked at were much pricier and didn't have nearly as much functionality," recalls Mackey Habisreitingger of the selection process for the complex and sometimes challenging IWMS project.

"We found that ARCHIBUS could not only support our existing data but was also able to generate all the charts, graphs, and other visual representations of the data we needed to analyze and manage our properties. Another selling point was that it was so flexible. You can easily personalize it to each individual's needs as well as create custom reports for information such as aged receivables."



# SCA

Surgical Care Affiliates

## Vital Statistics

**Organization:**

Surgical Care Affiliates

**Location:**

Birmingham, Alabama

**Facilities Facts:**

2,000,000+ square feet of owned/leased space, 128 surgery centers and 3 surgery hospitals comprising 234 buildings in 30 states

**ARCHIBUS Application:**

Real Property & Lease Management

**3rd Party Applications:**

PeopleSoft

**Reason for Implementation:**

Online centralization/standardization of property and lease data from legacy solutions; automated communications to tenant/surgical partners; improved management of all business processes related to real estate

**Benefits Gained:**

Centralized and more accurate data, improved business processes, convenient 24/7 online access, greater cost control

**Plans For Future Use:**

Addition of more automated communications/management features, introduction of dashboards and charts, more sophisticated cost-capture features

**Business Partner:**

AOS USA

**Web Site:**

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

SCA mapped out a three-phase implementation plan to replace its existing databases. The first phase established a 45-day implementation goal for the new IWMS solution's main features. By the end of that time, the company wanted to be in a position to start billing tenants, send reports to Accounting, and create initial balances for all accounts.

The second and third phases involved importing legacy accounts payable/receivable data and the deployment of a Web interface connecting the Real Estate Department's three administrative users and up to 60 other maintenance and management users -- plus ongoing improvements to existing processes and tools.

## Sophisticated Functionality, PeopleSoft Integration

Among the most important goals of the project was the abstracting of a wide range of leasing information including lease codes, types, start/end/vacate/stop-billing dates, legal entity identification, parent lease, and relationship/verification/guarantee information. Other extract data incorporated contact information, financial information on security deposits, expense structure, legal notes, renewal options and lease responsibilities.

The accounts payable and accounts receivable processes also had to address a variety of needs including the set-up of a recurring charges feature, one-time payment entries, creating and issuing tenant invoices, handling post payments, and uploading accounts receivable into SCA's PeopleSoft system.

In addition, budgeting tools as well as accounting/management/exception reporting had to be made more convenient with 24/7 global access.

All of these needs were addressed more easily with Web-based, out-of-the-box applications from ARCHIBUS Business Partner AOS USA. SCA was also able to expand the accounting and financial functionality with a customized Check Request process, previous/new balance calculations, links to Google Maps and document management features.

"The result was a Web-based interface to property data that gave users access to all the lease and property data they needed and were authorized to access," says Bill Jollit. "The user-friendly interface finally gives us tree views to navigate through the leases and tabs to access specific data."

With financial information now integrated into SCA's PeopleSoft ERP system for billing and other purposes, SCA has improved management of accounts payable/receivable, budgeting, and cost forecasting. It has also enabled easier periodic and on-demand accounting and management reporting. Quarterly reports, for example, now cover property demographics, lease expiration and lease option overviews and may be issued to upper management.

"In addition," says Habisreitinger, "exception reporting capabilities will provide month-to-month real estate trends, lease progression information, unissued invoice status, and invoicing summaries."



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—Mackey Habisreitinger  
Real Estate Analyst  
SCA

