



CLIENT SUCCESS STORY

# Tecmed Unlocks Smarter Financial Insights & Faster Service Response

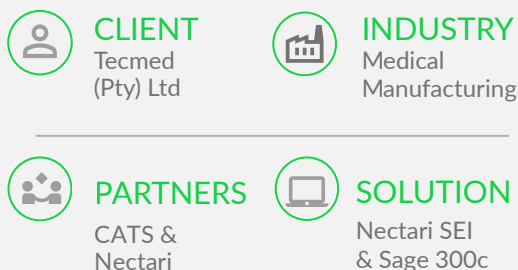
How CATS partnered with Tecmed to transform financial reporting, operational visibility and equipment monitoring through Sage Enterprise Intelligence (SEI) by Nectari.

July 2026



## Overview

### Project Snapshot



**Tecmed (Pty) Ltd** is a leading supplier of specialised medical equipment, supporting healthcare providers across South Africa with critical diagnostic and healthcare technology. For more than two decades, Tecmed has relied on Sage solutions to manage its business operations, evolving alongside the platform from its earlier implementation in 2003 to today's Sage 300c environment. Over the years, the organisation accumulated a wealth of valuable financial and operational data. While the ERP system effectively supported day-to-day business processes, Tecmed wanted to unlock greater value from that information through advanced reporting, real-time operational visibility and intelligent alerts.

By implementing Sage Enterprise Intelligence (SEI) by Nectari with the guidance of CATS, Tecmed transformed raw data into actionable insights that support both informed financial decision-making and proactive service delivery.

## The Challenge

Tecmed operates in an industry where equipment uptime is critical. Every MRI scanner, CT scanner and specialised medical device must remain operational to ensure healthcare providers can continue delivering uninterrupted patient care.

As the business grew, Tecmed needed more than standard ERP reporting. They required greater visibility into financial performance, service operations, field technician scheduling, job card quotations and invoicing, while ensuring technicians could be deployed efficiently and service requests managed proactively.

The business also needed intelligent alerts to notify the service team when critical equipment required immediate attention, helping minimise downtime and support a faster, more responsive service operation.

## The Solution



To meet Tecmed's evolving reporting and operational requirements, CATS, led by consultant, **Wilna Blignaut**, implemented **Sage Enterprise Intelligence (SEI) by Nectari**, fully integrated with Sage 300c. SEI enables Tecmed to consolidate financial and operational data into interactive dashboards, powerful reports and automated alerts that provide the right information to the right people at exactly the right time. Beyond financial reporting, SEI now plays a critical role in supporting Tecmed's service operations by monitoring equipment status and helping coordinate field technicians when urgent issues arise.



## Transforming the way Tecmed works

Implementing Sage Enterprise Intelligence (SEI) marked a significant shift in how Tecmed manages its business. Rather than simply enhancing reporting, SEI transformed the organisation's day-to-day operations by bringing together financial insight, operational visibility, intelligent alerts and service management into a single platform. Today, teams can make faster decisions, respond proactively to critical equipment events and manage operations with greater confidence and control.



**Smart Alerts & Notifications**



**Field Technician Management**



**Powerful Financial Reporting**



**Interactive Dashboards**



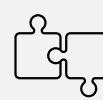
**Drill-down Analysis**



**Multi-source Data Access**



**Multi-company & Database Consolidation**



**Embedded within Sage 300c**

## The Result

Today, Sage Enterprise Intelligence has become an important part of Tecmed's business operations. Management benefits from faster, more meaningful financial reporting while the service team gains real-time operational visibility into critical equipment events.

By combining powerful analytics with intelligent alerts, Tecmed is able to make better business decisions, respond faster to customer needs and improve overall service efficiency.

### **KEY OUTCOMES**

- ✓ Faster financial reporting
- ✓ Better visibility into operations & performance
- ✓ Automated alerts for critical medical equipment
- ✓ Faster field technician response
- ✓ Reporting tailored to specific requirements

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“The powerful financial reporting functions have delivered the most value to our organisation”

Jannie Pieters, Tecmed

## A Partnership Built on Trust



“**Helpful.  
Understanding.  
Diligent.**”

Wilna always tries to find a solution that will work for our specific needs

Jannie Pieters, Tecmed

Jannie Pieters, Management Accountant at Tecmed highlighted that what stood out most about working with CATS was Wilna Blignaut's commitment to understanding Tecmed's unique requirements and finding practical solutions that truly fit the business. Rather than taking a one-size-fits-all approach, she focused on ensuring the solution aligned with Tecmed's operational needs, helping the team maximise the value of their Sage investment while supporting both current requirements and future growth.

## Looking Ahead

As healthcare technology becomes increasingly connected, organisations need more than traditional reporting tools. They need intelligent platforms that combine business intelligence with real-time operational awareness.

With Sage Enterprise Intelligence by Nectari, supported by the expertise of CATS, Tecmed is well positioned to continue improving financial reporting, strengthening service delivery and responding proactively to critical equipment events.

The result is a smarter, more connected organisation that can transform data into faster decisions, better customer service and greater operational confidence.

