



Acumed Success Story

Overview

Acumed has been designing, manufacturing and marketing unique orthopedic trauma and reconstruction products since 1988. The company has an established distribution network of independent representatives throughout the United States and world, providing innovative solutions via its talented distribution force. Acumed's growth and global reach required the company to better leverage technology to operate more effectively and efficiently. With network technicians on staff, the company faced a daunting hurdle.

Challenge

Acumed was unable to manage and maintain its growing technology network, and it was affecting employee performance and overall productivity. The company had previously worked with Convergence Networks founders Lance Pederson and Eric Gray and sought out the duo to provide support – again.

“We selected Convergence Networks based on our positive experience in working with Pederson and Gray on a previous project,” said Wally Moore, Network Administrator, Acumed. “ Their technical expertise, professionalism and customer service are the core reasons why we chose Convergence Networks over competitive vendors.”

Convergence Networks diagnosed Acumed's current network, providing a variety of top-notch solutions and support for the design, implementation and maintenance of their Local Area Network (LAN). The LAN was the heartbeat of Acumed's operations, housing all mission critical operational data, including accounting, manufacturing, and general business data.

Success

Implementing the new technology in a fast timeframe, Acumed has expanded from one server and twelve clients to fourteen servers, and over one hundred clients, with four remote offices and twelve laptops that travel the world.

With technology as its tool, the company has grown its business and team of talented distribution agents to provide more and more individuals with innovative orthopedic implants and accessories.

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