

CLIENT SUCCESS STORY

Modernizing the Enterprise Through ERP Transformation & AI Readiness

How a combined strategic advisory and embedded delivery partnership is guiding Gentell's migration from Sage 300 to Sage X3 — with Nimbus resources embedded directly within Gentell's rollout team, driving data migration, training, and day-to-day management of the legacy ERP.

INDUSTRY	CORE PLATFORM	ENGAGEMENT
Healthcare Products & Enterprise Operations	Sage 300 → Sage X3 Migration	Advisory + Embedded Delivery Team



01

CLIENT PROFILE

Gentell operates a diverse enterprise application landscape including Sage 300 ERP, Salesforce CRM, Brightree, Snowflake, and Microsoft Power BI, supporting healthcare operations and corporate functions across the United States and Canada.



02

BUSINESS CHALLENGE

The organization required a modern ERP platform, improved enterprise integration, standardized processes, stronger data governance, and a scalable technology foundation to support future growth and AI-enabled innovation.



03

NIMBUS ENGAGEMENT

Nimbus Technology Solutions serves as both a strategic advisor and a hands-on delivery partner — with Nimbus resources embedded directly within Gentell's project rollout team, supporting execution alongside strategy.

STRATEGIC ADVISORY

- ✓ ERP modernization strategy
- ✓ Enterprise architecture & target-state design
- ✓ Vendor proposal reviews
- ✓ Implementation support
- ✓ AI transformation advisory

EMBEDDED DELIVERY

- ✓ Resources embedded within Gentell's project rollout team
- ✓ Hands-on data migration execution
- ✓ End-user training delivery
- ✓ Day-to-day management of the legacy Sage 300 ERP
- ✓ Organizational enablement



04

TECHNOLOGY LANDSCAPE



Legacy ERP — Sage 300



Target ERP — Sage X3



CRM — Salesforce



Healthcare — Brightree



05

TRANSFORMATION STATUS

The transformation is being delivered in phases. Several group companies have migrated to Sage X3, while additional implementations remain in progress under an enterprise governance framework, supported by Nimbus resources embedded within the rollout team and managing the legacy Sage 300 environment in parallel.



06

BUSINESS VALUE

- ✓ Strengthened enterprise architecture
- ✓ Improved strategic technology decision-making
- ✓ Supported governance across the program
- ✓ Established a scalable digital foundation for long-term transformation



07

AI-READY FOUNDATION

The program focuses on creating trusted enterprise data, standardized processes, integrated applications, and modern ERP capabilities that enable future AI initiatives such as predictive analytics, intelligent planning, workflow automation, and decision support.



08

ABOUT NIMBUS

Nimbus Technology Solutions specializes in Enterprise Architecture, ERP Advisory, Data & Analytics, AI Strategy, and Digital Transformation.



NIMBUS TECHNOLOGY SOLUTIONS

Enterprise Architecture • ERP Advisory • Data & Analytics • AI Strategy • Digital Transformation