

Case Study - Nemo Health

Summary

Previous Solution:

- QuickBooks

Results with Intacct:

- Increased Visibility
- Instant ROI on Credit Card Processing
- 7 Environments Down to 1

"We were using a second A/R set of books that allowed credit card processing. By moving to Sage Intacct and having everything in one system, we are saving \$30k annually."

-Julie Wiewiora,
Chief Financial Officer

QuickBooks Woes

Nemo Health provides specialty doctors with IT and accounting services so they can focus on what they do best, helping patients. But how can you help others when you yourself are in need?

Nemo was using 7 instances QuickBooks to handle their main financial tracking as well as a second A/R set of books that allowed credit card processing. This was costing them over \$30,000 a year to process all of their credit card transactions, all outside of their main set of books. This forced employees to enter data in multiple locations which opened their system up to unneeded human error.

Even after entering in all of the data, Nemo was still left with no reasonable way to analyze exactly where and how their money was being made or where they needed to increase their efforts to push profitability. Couple this with a CRM system that was lacking features and incapable of integrating with their systems and its easy to see how day to day operations could become a real struggle.

The Sage Intacct Transformation

Switching to Sage Intacct has been a night and day difference. An instant win was knocking their system from 7 QuickBooks instances down to a single instance of Sage Intacct. The also gained the ability for invoices to be created AUTOMATICALLY within the cloud. By creating entries in Intacct, Nemo can now access the robust capabilities of the platform to provide a deeper visibility into their financials.

The availability of dimensions was also an eye opening experience. Now there is visibility into what kinds of services are being sold, where they are selling, and who is selling them. They can also see what is more profitable and where work may need to be done to improve.

The outlook for the accounting department got a little brighter too. Before Sage Intacct it would take 12 work days to close out their books. This was able to be knocked down to 5 work days.

ROI Cont...

a lot of time is saved by drastically decreasing the amount of time it takes them to close their books. These may not show a direct monetary value but they have the advantage of leading to growth and development where there may have been none previously.

Perhaps the biggest return on investment is the newfound ability to expertly track just where their money is being made and where more effort should be made.

In the end, the switch was invaluable. With more insight into their operations and added freedom to focus, Nemo Health can look to building a future instead of struggling in the present.

The move has also eliminated the need for balancing inter-company accounts.

Nemo has a standard chart of accounts across all organizations. They are able to report by departments and projects and can report financial information in different formats without having to dump into Excel to manipulate their data.

All of this was made possible by moving off of QuickBooks and moving to Sage Intacct. The shift also led to some very positive ROI.

Return on Investment

Nemo was able, by the end of year 1, to lower their credit card processing charges by ~73%. Instant cash recapture is one of the most sought after results of an ERP switch.

What a lot of businesses don't think about however is how you save what we call "soft dollars". These are not necessarily exact values that you can track but more like time and improvements that let you focus energy on how you are making money by eliminating unnecessary and time-wasting functions.

Time spent manually entering data into multiple locations was slashed and can be focused in other more important areas. This is also where

sage Intacct



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