

CASE STUDY

ClearPointe gains the power of the cloud with Dean Dorton



ClearPointe, recently acquired by AccountabllT, is a privately-owned company with headquarters based in Little Rock, Arkansas. Since 1998, enterprise-level companies throughout the world have engaged ClearPointe for managed network and IT services. ClearPointe is an international center of excellence for practical deployment and management of advanced Microsoft technologies.

ClearPointe desired greater reporting capabilities along with the ability to access ERP data from anywhere at any time. However, their existing on premise ERP solution, Microsoft Dynamics GP, simply could not scale with their growth and deliver their needs.

The Challenge

ClearPointe began feeling the constraints of their on-premise Microsoft Dynamics GP solution. Their month-end closing process was cumbersome and taking over 10-15 hours a month, which the finance team could not afford to lose. Additionally, the team was consistently running into problems with their reports and spending time correcting errors rather than productively analyzing the data.

There was an immediate need to replace Dynamics GP with a solution that would help ClearPointe's business grow, as well as give back valuable time to their accounting team.



Dean Dorton has been our VAR choice for years. We chose to work with them to find a new cloud-based solution because of their knowledgeable consulting experts as well as their ability to provide the custom-built mConnect integration with ConnectWise.

ClearPointe's CFO



The Solution

ClearPointe's ideal situation was a cloud-based, dimension-driven system that facilitates multi-entity, seamless reporting and makes record keeping easier and more flexible. The organization chose Sage Intacct to replace Dynamics GP, which allowed the management team to focus on the bottom line and revenue.

By choosing Sage Intacct, ClearPointe was able to set up customized dashboards to focus on different financial needs. This allows their leadership team to easily see where their company stands and what is sparking their rapid growth. ClearPointe also gained the advantage of automatic updates four times a year by choosing Sage Intacct. This keeps their ERP solution current with all technology updates and financial trends.



Sage Intacct has given us the ability to focus on our technology and strategic business activities rather than double checking errors. The financial reporting capabilities and dashboards have been transformative for our business.



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Results with Sage Intacct

Since ClearPointe implemented Sage Intacct, they have experienced significant increased sales and profits. The finance team has been able to spend more time managing the business and its finances as opposed to fixing problems with their reporting and struggling through a prolonged end-of-month close.

Another benefit for ClearPointe was Dean Dorton's custom-built integration called mConnect. This solution enables real-time integration between their operating system, ConnectWise, and Sage Intacct.

"mConnect has provided the integration that ClearPointe needed in order to transfer information between ConnectWise and Sage Intacct," said the CFO of ClearPointe. "We no longer have to enter information into both systems, which is a time saver for the company."



Why Dean Dorton?

Dean Dorton offers free training sessions—termed “CloudBytes”—that ClearPointe has been able to take advantage of in order to stay on top of the Sage Intacct functionality.



Working with Dean Dorton continues to be a great asset for ClearPointe's accounting team. They continue to bring a knowledgeable consultant to the table as we continue to dive deeper into Sage Intacct, ConnectWise, and the mConnect integration.



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