

CASE STUDY

Dean Dorton leads key implementation of Sage Intacct for specialized staffing company

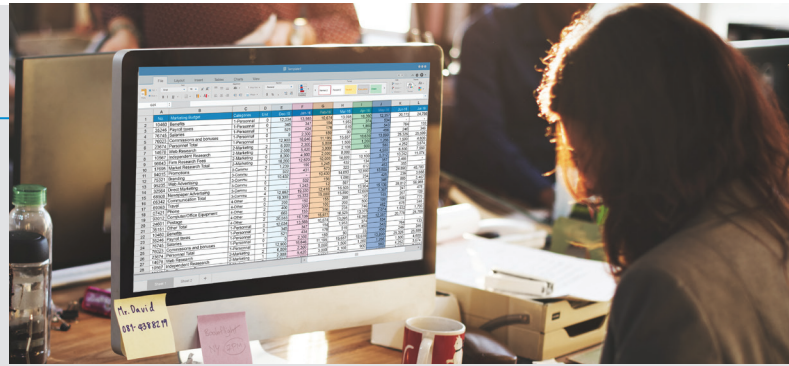


TrainingPros is a highly specialized staffing company based out of Atlanta, Georgia. They focus on the learning and development profession and provide top talent to customers. Expert relationship managers, loyal consultants, and a proven Onboarding for Success methodology are three capabilities that set TrainingPros apart from other staffing companies.

After selecting Sage Intacct as their financial management software, TrainingPros worked with Massey Consulting—now Dean Dorton—a Sage Intacct Premier Partner since 2013, to consolidate their array of workflows into one streamlined cloud-based solution.

The Challenge

Training Pros' top concerns—beyond functionality—were budget and timing. By collaborating with Dean Dorton's implementation team, a timeline was mapped out that gave TrainingPros time to adequately prepare for their go-live date, but still got the system up and running in a timely fashion.



The Implementation

TrainingPros purchased their accounting software directly from Sage Intacct but wanted an experienced value-added reseller (VAR) partner to consult with on costs and timeline for the implementation. Their Sage Intacct sales representative introduced TrainingPros to Dean Dorton. Dean Dorton was chosen because they are a part of a preapproved group of VAR partners that can lead implementations for Sage Intacct users.

During the discovery process, Dean Dorton found a few additional opportunities for improvement in TrainingPros' payment processes. The consulting team created a custom workaround for 1099 vendors to streamline data entry and payment management, allowing TrainingPros to gain crucial efficiencies and functions of a cloud-based solution. Implementing Sage Intacct provided the finance team with greater flexibility for reporting, integration with other mission-critical software solutions, and operates within their paperless office initiative.



I have never had an issue with communication or any team member getting back to me almost instantly. The turnaround time is one of the best benefits of working with Dean Dorton.

Jill Vogin, CFO at TrainingPros.



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Benefits of a VAR Partner

By partnering with a VAR partner, businesses can receive specialized expertise in various accounting technologies and specific verticals. Not only do you have a wide range of products and options that meet the unique demands of your business, but you can receive multiple services in one place—from consulting all the way to implementation.

Dean Dorton's attentive support team is with you every step of the way after your go-live date and already knows your specific business needs. Additionally, a VAR partner can offer lower costs and shorter implementation times.



Working with Dean Dorton gave me the ability to become my own IT department. I walked away with the knowledge to self-maintain my own accounting solution. This is a huge gain since IT service costs can start at \$100 plus an hour.

Jill Vogin, CFO at TrainingPros



Why Dean Dorton?

Even after the go-live date, Dean Dorton is a strong proponent of ongoing customer success—offering multiple resources to continue enhancing your Sage Intacct or ERP experience. Dean Dorton offers monthly customer training sessions, webinars, customer conferences, and more, to ensure proper system performance and customer satisfaction.

“Once Dean Dorton understood our needs, they absolutely exceeded our expectations,” said Vogin. “The entire team was very conscious and responsive to my concerns of both budget and timeline. They always had positive attitudes no matter the situation at hand.”

Dean Dorton is a full-service accounting and consulting firm with a dedicated team that specializes in accounting software implementations and integrations. Our team is comprised of technology consultants that have experience as accountants, controllers, and information systems experts. We strive to provide our clients with the most efficient, integrated software solutions that will allow them to focus more on their business and less on their software. We have been named a Microsoft Gold Partner and Sage Intacct's Premier Partner since 2013.

Contact Us

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