

FORVIS

A woman with dark hair, wearing a white blazer over a white top, is looking down at a smartphone in her hands. She is standing in an office environment with a desk and computer monitor visible in the background. The image is partially covered by a large, semi-transparent grey triangle that points towards the top left corner.

PDS Does More with 50% Less Personnel

Professional Driven Solutions' CEO gains better work/life balance while improving overall productivity.

Case Study / Technologies

Sage Partner

Professional Driven Solutions (PDS)

Case Study

Technologies



The Challenge

Managing 19 separate yet interrelated entities involved too much paper and too many inefficient workflows to enable the firm to run efficiently.



The Solution

Professional Driven Solutions migrated from Sage 50 to Sage Intacct to take advantage of easy access, automated workflows, and time-saving efficiencies.



The Outcomes

Sage Intacct is an ideal solution for managing the firm's multi-entity structure, delivering cost-saving benefits and the gift of time.

- Reduced workforce by 50%.
- Saving 10 hours each month on payable processing.
- Dynamic Allocations saves the equivalent of one FTE.
- CEO now leaves her laptop at work at the end of the day.

Small firm tackles big tasks

Professional Driven Solutions (PDS) is a full-service boutique bookkeeping firm. The company has come to specialize in managing the finances for a variety of companies all held by a single extended family. From a car dealership to a ranch and a financing company, Professional Driven Solutions successfully handles the financial portfolios of 19 separate companies representing over \$60 million in assets. It's a big task for a small firm—made possible by hard work and the efficiencies gained through Sage Intacct and business partner **FORVIS**.

The cloud imperative

Previously, Professional Driven Solutions was using Sage 50, hosted on an off-site server. "Paying for the hosting was expensive, and logging in remotely was cumbersome and frustrating for our staff. In addition, all the rest of our business applications were running in the cloud—accounting was the last holdout. So, we began looking for a cloud replacement."

Debi Hood, CEO of PDS, says the firm first looked at QuickBooks as an option. However, she discovered they would need to purchase separate licenses for each entity—quickly making what first appeared to be an affordable option too costly. "FORVIS, our Sage business partner, recommended we look at Sage Intacct. When we did, we recognized it as the perfect fit for us. Cloud-based, multi-entity, strong allocation functionality—it was all there."

Sleek migration path from Sage 50

Upgrading from Sage 50 to Sage Intacct was straightforward. FORVIS served a project management role, keeping the migration on track. "They showed us how to use the templates in Sage Intacct, and then we took it from there, exporting data from Sage 50 and into Sage Intacct," recalls Debi.

Automatic allocations save cost of one FTE

Since many of the companies Professional Driven Solutions works with have shared ownership structures, allocating revenue and expenses across entities is a necessary part of month-end processing. Previously, though, the firm used a complex matrix of spreadsheets to perform the calculations. “Before we began using Sage Intacct, I had one employee whose full-time job was allocations,” says Debi. “Now it’s a straightforward, integrated part of the workflow. As a result, we were able to downsize one FTE and we’re able to focus on more strategic, high-level tasks as opposed to repetitive entry.”

Debi is referring to the value of Sage Intacct Dynamic Allocations, which allows the firm to configure various allocation templates with the information pre-defined—and then run the allocation as needed—or set up recurring transactions to further automate the process.

Using paperless payables saves 10 hours each month

Managing payables for 19 companies is a big job. For Professional Driven Solutions, it was particularly challenging as staff had to sort and handle stacks of paper documents, route them manually to owners for review and approval, and then file the documents.



“We used to have one person whose full-time job was allocations. We don’t need that position any longer.”

Debi Hood
CEO
Professional Driven Solutions

Now, Professional Driven Solutions has requested electronic bills from the majority of vendors, and paper invoices are scanned immediately upon receipt. Next, staff attaches the documents to the invoices created in Sage Intacct and initiates the approval workflow. Owners are notified of invoices ready for their approval, and once approved they flow into the queue for payment processing.

“There’s no paper involved, and we know precisely where in the approval process each invoice is,” explains Debi. “Before, owners had to be physically in the office to review and approve, which slowed the process down. Now, they can see all the supporting detail electronically. Between the automated approvals, increased accuracy, and the elimination of paper, we’re saving about 10 hours in staff time every month.”

Additional time-saving benefits come during the audit cycles. “Before, when the CPA had a question or needed a supporting document, we might have to dig a box out of storage to get the answer,” recalls Debi. “Now, everything is in Sage Intacct, attached as supporting documentation to the transaction. It’s so much easier and so much quicker.”

Financial insights throughout the month

Before Sage Intacct, Debi would print paper copies of each of the 19 companies’ financial statements at the end of the month. “Multiple copies, in fact, since we kept a set for our files,” notes Debi. “I’d hand deliver them every month.”

Now, owners can log in to Sage Intacct and view their own reports at any time, easily accessible from the dashboards Debi configured for each of them. “They no longer need to wait until the end of the month for answers—they can see transactions in real time. The owners tell us they absolutely love it—they can make decisions based on accurate, current information throughout the month.”

Simplified budgeting and forecasting

Professional Driven Solutions has just begun exploring Sage Intacct Budgeting and Planning, an intuitive cloud planning solution ideal for smaller businesses. “Our previous software didn’t have anything close to this, so any forecasting we did was in spreadsheets,” says Debi. “That made it difficult to share and to track versions. With Budgeting and Planning, I can get the framework in place for each company and then the owners can jump in and do their forecasting and what-if scenarios. It will be a powerful option for them—and easy for us to help with.”

Measuring the ROI

Overall, the efficiencies Professional Driven Solutions has gained with Sage Intacct allowed the firm to trim its headcount by 50%. That savings in combination with eliminating hosting fees was enough to pay for Sage Intacct, but for Debi, the biggest return on investment is much more personal. As a conscientious professional who is passionate about her work, it was common for Debi to take her laptop home and work several more hours each day. “Now I work smarter,” she says. “I like to say that now I go home—and go home—not to my home office. As a result, I’ve gained back hours in my day—and that is priceless.”

The Solution

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About Professional Driven Solutions

Professional Driven Solutions is a bookkeeping and accountancy firm that helps small and growing businesses effectively and efficiently manage their finances.

Learn More About FORVIS

FORVIS, LLP is a professional services firm providing assurance, tax, and advisory services. Created by the merger of equals of BKD, LLP and Dixon Hughes Goodman LLP (DHG), FORVIS is driven by the commitment to use our forward vision to deliver **Unmatched Client Experiences™**. Ranked among the top 10 public accounting firms in the country, FORVIS has 5,500 dedicated professionals who serve clients in all 50 states as well as across the globe. FORVIS is built upon the strong legacies of BKD and DHG, which are reflected in a name that comprises partner initials and represents our unique focus on preparing our clients for what is next. Visit forvis.com for additional information.