

# ReliAscent Partners with Pleasant Valley Business Solutions (PVBS)

ReliAscent and Pleasant Valley Business Solutions, one of the nation's top FAR and CAS compliant software providers, announced a long-term strategic partnership. This partnership supports ReliAscent's strategy of supporting all Small Government Contractors. With the Microsoft NAV system based FAR and CAS-compliant project accounting software, PVBS has created a simple experience for high growth government contractors that have outgrown more limited systems such as QuickBooks and GCS, but who may not be ideal candidates for the expensive, top tier system like Oracle or CostPoint. In addition, the PVBS system is more user friendly and scalable, provides state-of-the-art dashboards and provides more flexibility to integrate with other Microsoft tools, such as SharePoint and Office 365.

This partnership will provide small to medium sized government contractors with industry-leading accounting tools and access to the expert support and consulting help of ReliAscent's DCAA Compliance and Accounting experts. "Combining our small-business expertise together with PVBS' software offerings opens new doors for small business contractors to easily get the tools they need to get more out of their accounting systems, saving time and money," said Mike Anderson, vice president of Marketing and Sales, ReliAscent. "With

this partnership, we've created a simple way to transition a growing contractor out of a complex and inefficient QuickBooks system, and into a state-of-the-art ERP system that happens to meet government requirements including GAAP and DCAA requirements." The partnership will not only allow ReliAscent to provide the PVBS solution to clients and prospects but it will open up all PVBS clients to the over 200 years of cumulative DCAA related experience within ReliAscent.

"This partnership helps PVBS attract more customers while expanding our market share in the government contracting sector. ReliAscent and PVBS both have a tremendous amount of experience and understanding of these companies and their needs," said PVBS CEO Bernard Mustafa. "We clearly understand the unique challenges and difficult business and accounting requirements these companies have to fulfill when supporting the Federal Government."

"We view this as a 'win-win' scenario for both companies. We are excited to be partnering with PVBS and look forward to being able to provide these expanded services to clients and prospects in the future" said ReliAscent president Brian Sperry. With this partnership, ReliAscent's staff will be trained to install a prospect's PVBS system as well as help the company manage its accounting to meet government requirements including FAR, DCAA, CFR, OMB, GAAP and other requirements. ReliAscent also provides complete

accounting outsourcing for the government contractor. This business model is becoming more and more popular as a small company doesn't have to hire full time qualified experts to maintain their compliance but can hire experts in DCAA compliance. This affords the small company more time for the principals to focus on the core expertise of the business and focus on growing the business, not on the mundane task of compliance. The combination of the stellar PVBS software solution and the expertise of ReliAscent is a powerful tool for the high growth government contractor.

### **About Pleasant Valley Business Solutions (PVBS)**

Pleasant Valley Business Solutions (PVBS), a "Microsoft Business Solutions President's Club Member," offers the premier Microsoft Defense Contract Audit Agency (DCAA) compliant solution for government contractor ERP, financial management and project accounting. Microsoft offers a better project accounting and financial management solution than what's been available in the past to high-growth government contractors. Only PVBS offers a Microsoft Dynamics NAV solution that was created specifically for high-growth government contractors in order to help these companies better manage and maximize their Federal Government business. PVBS services government contractors around the globe. Visit PVBS at [www.pvbs.net](http://www.pvbs.net).



**Pleasant Valley  
Business Solutions**

# Which Accounting Software is Right for your Small Business?

In our 20+ years of Government/DCAA compliant accounting and contract management, we've had a lot of experience working with different accounting and timekeeping software and systems. As an independent expert, and not a biased reseller of software, ReliAscent can help you identify the best systems for your Small to Medium-sized Business. A common mistake we routinely see is contractors that have over 50 employees with multiple government awards, still relying on QuickBooks® to do their accounting. QuickBooks can provide value for smaller companies but as the company grows it can stretch thin in the areas of Inventory, Internal Controls, ERP, GAAP Compliance and Quick turnaround of useful information for project managers. At this point there are a number of better systems that do not pose the same compliance risks and can save you time and protect your bottom line in the future. Conversely, many smaller contractors unwittingly find themselves using software that is overly expensive and complicated for the level of contracting they perform.

Generally speaking, there are three types of software used for compliance to Government/DCAA requirements. These groups of software, generally speaking, increase in price as you progress up the pyramid and internalize features required for Government Accounting. Also, the number of options in software tend to decrease as you progress up the pyramid as well. Some of the industry standards (like Deltek Costpoint® for example) tend to be at the top level in this pyramid but also at the higher levels of pricing as well.

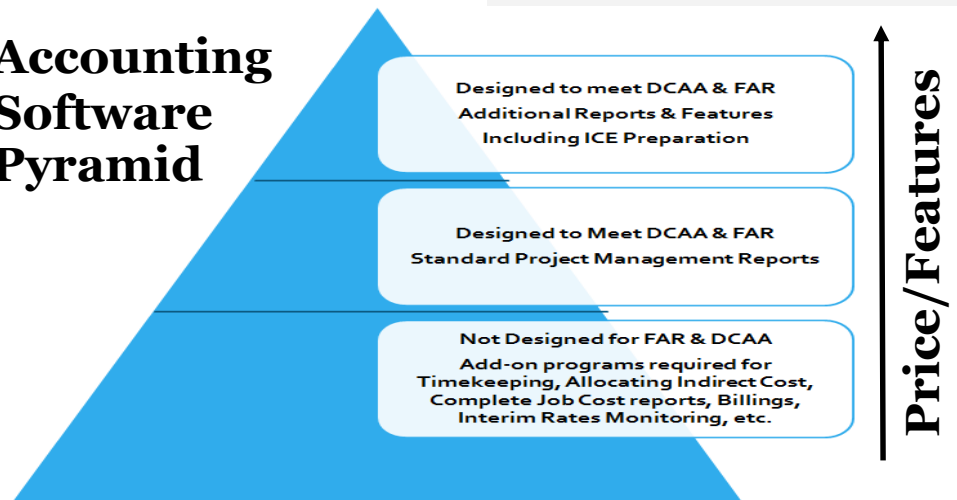
Whether your company has 1 employee or 500, one contract or 50, ReliAscent can help you identify and implement the best systems to keep you in compliance, increase profits and protect your bottom line. We can

identify features that are important to your company and costs for achieving those types of features and benefits. There are always trade-offs one should evaluate prior to purchasing a system.

To learn more about the various accounting software systems and their features, and which may be right or best for your business, visit our website, and watch our YouTube videos on DCAA Compliant Accounting Software.

Contact ReliAscent today to learn how we can help your small business.

## Accounting Software Pyramid



## ReliAscent's Partner Program

ReliAscent is most interested in providing the best in class services to our clients. We also realize that ReliAscent may not have the experience in all areas to provide this level of service so we have selected partners that are top of class providers in the industry. The partnership between ReliAscent and Pleasant Valley Business Systems is one example where PVBS is considered one of the leading "out of the box" DCAA compliant software packages available today. ReliAscent also has partnerships with other companies in the industry such as SpringAhead Software. SpringAhead is recognized as one of the top providers of timekeeping and/or ex-

## Considering a Different System?

A change in your accounting system can be a major undertaking for companies. The end of an accounting period, such as the end of a year, is the perfect time to make this type of change. This timing makes it easier to migrate data to a new system. It also make perfect sense as you can start a new year using the new system. The previous year may be totally finished within the old system, making tax calculation and preparation easier. The next year tax preparation will also be contained within the new system and will also be easier. It may take several months to migrate data over to a new system so now is the time to talk about a conversion to take effect on January 1.