

SAP Business One Telecommunications

CLIENT SUCCESS STORY

Client

Intelisys
Communications, Inc.

Industry

Telecommunications

Location

Petaluma, California

Number of Locations

3

Number of Employees

40

System

SAP Business One

Accounting Micro Systems Implements A Timesaving Solution For Intelisys Communications

Intelisys Communications, Inc. (Intelisys) is a master agent, or broker, for several major telecommunications providers, including AT&T, Verizon, and Qwest. The company's clients include carrier service providers, end-user customers, and telecom services distributors who buy through Intelisys to take advantage of its enormous buying power. Intelisys' approach in the market is designed around four integrated yet distinct business units: Telecom Agency, Information Management, Business Solutions, and Mobility



Solutions. To ensure its internal systems are as streamlined as its service offering, Intelisys turns to Accounting Micro Systems (AMS) and SAP Business One.

In Need of A New Solution

Just a short time ago, the company was using an entry-level accounting software package, QuickBooks, to manage its finances. A separate software system accumulated the enormous volume of sales transactions used to bill the telecom service distributors and pay commissions to its own sales force.

"There was no integration between the two systems," recalls Michael Ketchum, vice president of finance for Intelisys. "We had to export the data from the sales system into a convoluted Access database, massage it a bit, and then import it into QuickBooks. It consumed nearly two full days each month."

In addition, QuickBooks was quickly becoming overwhelmed by the volume of transactions. "We have an average of 60,000 transaction lines every month," says Ketchum. "QuickBooks just couldn't process that volume; it was on the verge of collapse."

A Scalable Solution

Ketchum began looking for an accounting and financial system that would support a deeper level of integration with the sales system and have the scalability to support the company's projected growth track. "We looked at Microsoft Dynamics GP and Sage MAS 200, but decided on SAP Business One," Ketchum says. "We were familiar with the reputation of the SAP brand, but didn't know that the Business One product is ideal for companies of our size. It's powerful, yet very user-friendly and after seeing it I knew it could deliver what we needed."

An employee at Intelisys had worked with AMS before in a previous position, and recommended that Ketchum consult with them. "They were head and shoulders above the other consultants we spoke to," he says. "They had a firm grasp of the prod-

AMS

ACCOUNTING MICRO SYSTEMS

About Accounting Micro Systems

Accounting Micro Systems (AMS) is a premier provider of business management software and services to small and mid-size organizations. Representing world-class solutions from Sage North America, Microsoft, SAP, and Epicor, AMS delivers turnkey implementation, training, support, and development services. With a focus on value and service, AMS is committed to helping its clients maximize their technology investments. AMS services businesses throughout California. Learn more at www.accountingmicro.com or by calling (888) 627-9073.

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uct's capabilities, they are current on today's technology, and they understand how business works."

Seamless Integration Saves Time

AMS tackled the integration between SAP Business One and the sales system by implementing iBOLT, an enterprise application integration package published by Magic Software Enterprises.

AMS configured iBOLT to integrate the two systems, distilling tens of thousands of transaction lines down into meaningful summarized data for use in SAP Business One. The summarized data generates receivable invoices for the telecom companies and payable invoices for Intelisys' sales representatives. "What used to be two days is now done in the push of a button," Ketchum says. "It's a highly streamlined process, and we are confident in the accuracy of the data."

Delivering Value Across The Enterprise

The solution is proving beneficial for another endeavor at Intelisys. A division of the company sells products for mobility applications

and is using the Inventory module of SAP Business One to track the products it sells. "We also have a consulting division that is invoicing for their services out of the software," notes Ketchum. Project Managers for the company who work remotely now can securely access SAP Business One to enter orders and check order status.

Right Solution. Right Partner

"We know we have found the right solution and the right partner. SAP Business One is highly scalable, but if eventually we do out-grow it, we can move to the next level of SAP solution," says Ketchum. "And AMS has been a great partner in the process. They have deep technical knowledge, and that proved very useful in this implementation. Their analysts are top-notch. Overall they brought good technical solutions, they did their research, and they delivered on their promises."

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