



Tennessee Software Solutions (TSS) was originally established as part of a CPA firm in 1996, but became its own entity in 2007 under the partnership of Troy Turrentine and Andy Adkisson. For the past 18 years they have specialized in helping family-owned businesses improve their processes to become more effective at what they do. They are often called upon to help with managerial changeovers and to help businesses take advantage of technology to better serve their clients.

TSS's clients are growing and adding new technology to their business process. Using technology to control personnel cost makes a big difference in a small business's ability to compete and remain profitable. The competitive pricing and Sage experience at I-Business Network (I-BN) was very beneficial.

Our Solution

With I-BN, TSS's clients don't have to worry about backing up their data, purchasing complex equipment, or hiring personnel to maintain the equipment. More and more companies are relying on technology to provide them with the flexibility to conduct business remotely and integrate eCommerce solutions. When choosing a cloud provider, TSS was impressed with I-BN's reputation in the Sage 100 community, Sage certified support personnel, and their SAS 70/SSAE 16 certified data center.

I-BN's onboarding process delivers your client's cloud environment about 90% complete. To finalize the process, TSS works with I-BN to initiate a data restore of their client's data and install any add-on software. "I-BN ensured a smooth implementation making it easy for our clients to move to the cloud," said Troy.

"Most of our clients were very knowledgeable about the cloud, and it worked for them," related Troy. "I-BN has met their expectations seamlessly. The end user would not know the data was in the cloud - no interruptions. Our clients can tie multiple offices together and work from home. This is what we were hoping we were going to get, and I-BN delivered."

"We have 25% of our clients in the cloud and expect more activity in that direction," said Troy Turrentine, president of TSS. "With our smaller clients, I-BN is more affordable. Our implementations have been incredibly smooth."