

AcctTwo helped Agworld implement global consolidations.

CHALLENGE

Agworld was outgrowing Saasu, a small cloud-based accounting software solution, and looking at alternate options as their needs grew. In particular, they were growing internationally with the expansion to the United States and needed a cloud-based accounting solution that could address:

- Board and business unit reporting
- A complex Chart of Account structure to enable departmental reporting
- Owner's equity to cash flow reporting
- Multiple locations in Australia and the United States
- Revenue recognition schedules

SOLUTION

Agworld chose AcctTwo to implement Sage Intacct, a cloud-based accounting software solution. They utilized Sage Intacct's accounts payable and receivable, general ledger, order entry, purchasing, global consolidations, multi-currency, and revenue management applications. This enabled them to have more comprehensive reporting and a scalable solution that addresses global expansion.



I see our work with AcctTwo as a long-term relationship as well. I think when someone is asked, "Would you ever recommend software or a company?" The best value of that is being able to say, "Yes." I have no hesitation in recommending AcctTwo. And I have done so and will continue to do so. I'm more than happy to talk through my experiences with other businesses, not just Australia-based but other businesses as well.

Steve Hilton
Former CFO, Agworld



RESULTS

“The AcctTwo team went above and beyond. Even with the dramatic time zone difference, they were always available and provided great insight. In addition, Sage Intacct forced us to reconsider internal workflows and processes earlier than we envisioned.” Steve Hilton, CFO, Agworld.

Since Agworld's implementation they have:

- Implemented dashboard reporting
- Managed their tax reporting/end-of-year financials
- Simplified and streamlined key accounting processes
- Implemented global consolidations
- Integrated Expensify

Agworld has big plans for Sage Intacct. They are planning on redesigning their whole OE-cash workflow and connecting contracts to their CRM and integrating their digital board book. In addition, they are looking at expanding their offices to Canada and either in Ireland, Netherlands, or Germany. Sage Intacct allows Agworld the opportunity to grow their business without worry that they'll outgrow their accounting solution.

ABOUT AGWORLD

Agworld, a subscription-based software company, is the world's first Collaborative Farming Solution that enables growers, crop consultants, farm staff, precision specialists, and operation managers to truly work as one. Founded in 2008 and based in Australia, Agworld has offices in Perth, Australia; Windsor, Colorado, and Sacramento, California.

With Agworld, growers can create a stronger, future-ready farm business through improving their workflow communication and production efficiency. Retailers and consultants create lifelong grower engagement through improving their verification requirements and working in unison with clients from anywhere.

ABOUT ACCTTWO

AcctTwo is a leading consulting firm and reseller of cloud-based accounting, ERP, Financial Planning & Analysis (FP&A), and Corporate Performance Management (CPM) software. Our sophisticated systems solve the issues growing middle market companies and nonprofit organizations face today. AcctTwo also provides Managed Accounting Services (MAS), allowing clients to focus on the core competencies of their business. We provide the people, processes, technology, and office facilities to perform these functions, while allowing clients to collaborate interactively through an on-line portal.

AcctTwo is headquartered in Houston, Texas. For more information, please visit www.accttwo.com or call **713-744-8400**.

This case study was originally written by Leap the Pond. Leap the Pond was acquired by AcctTwo in December 2018.