

Continuity saw a 100% ROI and six month payback with Sage Intacct's financial ERP solution.

CHALLENGE

Continuity's rapid growth put pressure on the finance organization to keep up. Like so many companies, Continuity originally chose to use QuickBooks and was forced to rely on spreadsheets to maintain complicated revenue recognition schedules for multi-entity arrangements and to deliver management and investors typical SaaS metrics like CMRR, CAC, and churn.

When Alan Hurwitz joined Continuity, he recognized the importance of putting in place the accounting infrastructure to support the company's growth and at the same time offer a compelling value proposition (i.e. measurable ROI.) His auditing firm, Fiondella, Milone & LaSaracina, recommended that he talk to AcctTwo. After Alan reviewed all his options, he decided that AcctTwo and Sage Intacct was the best fit – from both a functionality and cost standpoint.

SOLUTION

Continuity moved forward with implementing Sage Intacct's Core Financials and Advanced Revenue Management modules. With Sage Intacct in place, Continuity no longer relies on Excel spreadsheets to track revenue recognition schedules and no longer is required to perform time consuming manual journal entries all while giving real-time access to critical information.



"Being the CFO of a growth stage company is immensely rewarding. It's great fun to support the entire Continuity team in finding new and innovative ways to build value for our clients and profitability for our investors. For me, one such innovation was bringing AcctTwo and Sage Intacct on board to put in place the infrastructure to support this growth. Sage Intacct's financial ERP solution delivered a 100% ROI and six month payback."

Alan Hurwitz
CFO, Continuity



Continuity

RESULTS

The result: Sage Intacct's financial ERP solution delivered a 100% ROI and six month payback.

The next step will be to integrate Sage Intacct with Salesforce, ADP, and Expensify. This will drive even greater ROI for Continuity.

ABOUT CONTINUITY

Continuity, through its RegAdvisorPro solution, helps financial institutions of all sizes maintain compliance with constantly changing regulations. By combining regulatory expertise and cloud technology, Continuity provides a proven way to reduce regulatory burden and mitigate compliance risk. And the demand for Continuity's solution is high. Today, Continuity serves hundreds of institutions across 40 states and in 2015 was recognized for being the fastest growing technology company in Connecticut.

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.