

HSG gained visibility across its finances and operations with Sage Intacct.

CHALLENGE

Health Strategies Group was outgrowing its current accounting software, QuickBooks. They needed an accounting solution that would allow them to enter timesheets remotely. Having a cloud-based platform was an essential element in Health Strategies Group's search criteria.

They needed a more robust accounting solution that:

- Manages Revenue Recognition Schedules
- Integrates with Salesforce
- Is cloud-based
- Reduces the use of Excel
- Is scalable with their business
- Has project accounting

SOLUTION

Health Strategies Group chose to implement Sage Intacct, a cloud-based accounting software solution. Sage Intacct is the only accounting solution that is recommended by the AICPA. Sage Intacct allows Health Strategies Group to seamlessly integrate its ERP with Salesforce, automate key accounting processes, and have anytime anywhere access to their financial data.



"AcctTwo has been a fantastic source of support on behalf of Sage Intacct. The team's problem-solving capabilities are nothing short of amazing. It is rare to call and hear that something cannot be done, which speaks volumes about AcctTwo's expertise and Sage Intacct's Partner Program.

Frank Sterner
Controller,
Health Strategies Group



RESULTS

“AcctTwo has been a fantastic source of support on behalf of Sage Intact. The team’s problem-solving capabilities are nothing short of amazing. It is rare to call and hear that something cannot be done, which speaks volumes about AcctTwo’s expertise and Sage Intacct’s Partner Program” Frank Sterner, Controller at Health Strategies Group. With Sage Intacct, Health Strategies Group’s team can enter timesheets remotely. It is a huge benefit to be able to do that without third-party integration.

Since Health Strategies Group’s implementation, they have:

- Automated Revenue Recognition
- Gained visibility across its finances and operations to monitor its business in real time
- Improved overall efficiencies because transactions are now done online with up-to-date data
- Integrated with Salesforce, which provides a unified system
- Implemented Project Accounting
- Created complex GAP reports on standard costs
- Simplified and streamlined key accounting processes

On April 18th, 2018, Health Strategies Group announced that they were acquired by JLL and Water Street. “During the acquisition process, having our financials in Sage Intacct was a big benefit to our organization. We were able to efficiently and accurately provide financial data. I’ve seen a lot of systems in my 30-year career and Sage Intacct is one of the better, if not the best systems I’ve used” Frank Sterner, Controller at Health Strategies Group.

ABOUT HEALTH STRATEGIES GROUP

Health Strategies Group is the leader in market access intelligence and research for pharmaceutical and biotech professionals. From health plans to IDNs to ACOs, they transform syndicated and custom research results into practical knowledge and strategic recommendations, so you can move confidently ahead.

Health Strategies Group has been providing market intelligence and research to help pharmaceutical and biotechnology professionals navigate the complex drug market since 1992.

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.