

Tri State Fire Protection saw a 6 month payback after implementing Sage Intacct.

CHALLENGE

As the business grew, Tri State outgrew the system they were using for both field services and accounting – Peachtree 2006 Premium Edition. In early 2013, they started to explore the idea of implementing best-in-class applications that could address the specific requirements they had for field service automation and accounting.

Later that year, Tri State selected a cloud-based, field service automation solution from ServiceTrade. This solution drove enormous efficiency with the company's technicians. However, the lack of integration with Peachtree required a lot of duplicate entry (e.g. adding new customers or creating invoices.)

SOLUTION

With the field service automation solution in place, Tri State began to evaluate cloud-based, financial ERP applications. Their evaluation criteria included:

- Ability to easily integrate with ServiceTrade
- Ability to consolidate reporting across all the company's entities
- Potential to easily integrate with Salesforce
- High probability of delivering on expected ROI and payback

Tri State selected the team of AcctTwo and Sage Intacct. AcctTwo committed to working with ServiceTrade on the integration and to delivering on an aggressive project schedule.



We were deciding between NetSuite and Sage Intacct. Sage Intacct's VAR, AcctTwo, promised that Sage Intacct's best-in-class approach would make integration with our cloud-based field services application, Service Trade, easy. They delivered on that promise and every other one. AcctTwo is a company that can be trusted.

Steve Schlesinger,
Former Owner, Tri State Fire
Protection (Acquired by Impact
Fire Services in 2018)



RESULTS

“The implementation with AcctTwo went very smoothly. AcctTwo has a comprehensive understanding of the Sage Intacct solution and we look forward to continuing to work with them as we implement other modules of Sage Intacct in the future.

Best of all, we saw a payback in six months as expected.”

Steve Schlesinger,
Former Owner, Tri State Fire Protection
(Acquired by Impact Fire Services in 2018)

ABOUT TRI STATE FIRE PROTECTION

Steve Schlesinger and Michael O'Rourke founded Tri State Fire Protection LLC and Tri State Hood & Duct LLC 11 years ago. Since then, they have increased revenue more than 30 times. Today, Tri State employees 100 people and serves over 5,000 customers in New Hampshire, Massachusetts, Maine, Vermont, and 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.