

BEALLBERRY

From On-Premise Microsoft
Dynamics GP to the SMB Cloud

Rapidly Growing Company Achieves Greater Access & Control with SMB Suite Cloud Solutions

COMPANY PROFILE

Beallberry owns Pinkberry and Jimmy Johns franchises, with nine restaurants in operation and five under construction.

CHALLENGE

As a rapidly growing company, it was becoming too difficult for Beallberry to access and control their Dynamics GP on-premise solution.

SOLUTION

Beallberry engaged SMB Suite to implement an integrated cloud-based solution with Microsoft Dynamics GP, in order to move off of their in-house solution.

BENEFITS

- Increased productivity due to the ability to access anywhere, anytime
- Able to remain on Microsoft Dynamics GP, eliminating the need to learn a new system
- Eliminated need for expensive IT resources
- Up and running on the new system in one week with 24/7 support
- OneView Subscription pricing model fit budget without upfront investment

Summary

Founded in 2009, Beallberry operates and owns Pinkberry® & Jimmy John's® franchises. As a rapidly growing company, Beallberry found it more and more difficult to access and control their current accounting solution. The company's leaders had goals for the accessibility, cost-efficiency, and dependability of the new software and wanted to avoid investing in a new infrastructure. SMB Suite's cloud-based solution integrating financials and a third party restaurant management/POS interface on the Microsoft Dynamics platform offered both the functionality Beallberry needed, with an unbeatable speed of deployment.

Beallberry successfully migrated from an on-premise accounting firm solution to the cloud and has already seen increased efficiencies and growth with SMB Suite's integrated cloud-based solution. Deployed in just one week, SMB Suite's cloud solution has helped Beallberry achieve the flexible accessibility needed for a growing SMB.

Situation

Founded in 2009, Beallberry operates and owns Pinkberry® & Jimmy John's® franchises. As a rapidly growing company, Beallberry found it more and more difficult to access and control their current accounting solution. Their accounting firm on-premise Dynamics GP lacked flexibility and support, as well as prohibited growth.

Director of Finance, Brenna DeJoy, decided that it was time to bring accounting in house. New to the organization, she wanted an easy-to-use solution that would be up and running quickly. It was also important to have adequate storage and back up for data security and recovery, as well as the functionality to access the system remotely to accommodate the growing company needs. Because the company already had experience with Microsoft Dynamics GP, Brenna preferred to stay on the Microsoft Dynamics platform. She also knew that she did not want to invest in an upfront server and IT infrastructure, and that the solution needed to allow for robust integration with a third party interface - a restaurant management/POS system.

“ It did not make sense for our small business to buy software, establish a server and worry about transitioning data from the previous financial services provider. SMB Suite completely transitioned my data and helped me learn the software. Overall, choosing SMB Suite was the best decision we have made, and I know that as we grow as a company, we have a reliable provider that we can always count on. ”

- Brenna DeJoy, Director of Finance
Beallberry

Solution

Beallberry reviewed a variety of possible ERP and financial management solutions.

When DeJoy learned of SMB Suite, she felt that they offered a strong match between Beallberry's needs and the capabilities of the software. In addition, SMB Suite's OneView Subscription pricing model was easy to understand and budget for. Other solution providers required price increases after the first year and appeared "fishy". SMB Suite also offered a short timeline for deployment, when others required at least 2-3 weeks before going live. Most importantly, SMB Suite offered 24/7, unlimited support. This was critical for Beallberry, as the growing company needs required remote access.

Once Beallberry decided on this integrated cloud-based solution, SMB Suite consultants worked with company stakeholders to gain a deep understanding of the business and define the solution requirements. In just one week, SMB Suite deployed Microsoft Dynamics GP 2013 with an industry-specific restaurant management solution.

With Microsoft Dynamics GP secured in the cloud through SMB Suite, all users access

the solution conveniently through their web browsers. Top-notch support is available 24/7 with unlimited access to the Business Success Desk, making the transition easier. Storage and back up is provided, eliminating the need for outsourced IT.

Benefits

For Beallberry, moving to a cloud-based ERP solution quickly was a significant achievement, but it was also just the beginning of a successful, productive technology experience.

Up and running quickly

With SMB Suite's FastFive Delivery, Beallberry was up and running on a robust, dependable, enterprise-level infrastructure within one week. Says DeJoy, "They had the system in front of me on my computer within a week, so I couldn't have asked for a better situation."

Generate Significant Financial Savings

Going with a cloud-based ERP solution has generated substantial cost savings for Beallberry. DeJoy comments, "The pricing was exactly what we were looking for, it fit our budget."

With SMB Suite's OneView Subscription pricing model, Beallberry now pays a firmly set, affordable, monthly fee for its cloud-based software services, which include clearly defined support services from SMB Suite.

Increased Efficiencies

Following the implementation of the integrated cloud-based solution, Beallberry has realized significant efficiencies in financial and business management.

For more information on our solutions, visit www.smbsuite.com.

“ I could go on and on about how great my experience has been, but I will say that at SMB Suite there is always 24/7 support, their prices are extremely reasonable, and their team is amazing. I highly recommend them. ”

- Brenna DeJoy, Director of Finance
Beallberry