



Executive Summary

Previous Solution:

- QuickBooks

Results with Sage Intacct:

- Software paid for itself in <5 months based on business value alone
- Gained granular visibility into business performance
- Freed 6 days/month from tedious accounting and reporting tasks
- Shortened monthly financial close by 5 days

“*Sage Intacct delivers tremendous value to our business, from streamlined processes to better visibility into performance. We estimate the software pays for itself in just 5 months each year, and we’ve also saved at least \$40,000 in reduced headcount needs. But what’s even better is that we’re now well-positioned to handle more growth because Sage Intacct’s automation can seamlessly absorb any extra work that comes our way.*”

– **Kim Sutphen,**
Controller, Legal Monkeys

Finding Financial Software Built by and for Accountants

Legal Monkeys is a technology services firm composed of several entities that together have been growing at a very fast rate over the past several years. With a lean finance team, accounting functionality limitations associated with QuickBooks, and several inefficient workarounds, the company’s back office had struggled to keep pace with its growth. In particular, QuickBooks’ lack of integration with other systems required significant amounts of duplicate data entry in order to keep up with hundreds of orders flowing in every day. The team also wasted days every month doing tedious data manipulations in Excel in order to calculate budget-to-actuals comparisons. And finally, QuickBooks was unable to maintain annual supplier payment totals, or to separate out reimbursable charges from service fees, which hindered annual 1099 form compliance.

The company’s controller, Kim Sutphen, pointed out, “There was no doubt that we needed to upgrade from QuickBooks, and we looked closely at Sage Intacct, as well as NetSuite and Sage 300. The choice to go with Sage Intacct was clear—as a best-in-class, cloud-based ERP system that can integrate with any application we require, it met all our needs. We especially appreciate that the teams at both Sage Intacct and our Sage Intacct Partner, BTerrell Group, are made up of CPAs who truly understand our end-to-end accounting processes and are always responsive to our questions.”

Modern Cloud ERP Saves Time and Money

BTerrell Group worked with Legal Monkeys to configure and integrate Sage Intacct effectively into all of the company’s specific workflows. As a result of streamlining financial processes through Sage Intacct, everyone on the finance team achieved a better work/life balance, and was able to redirect much of their daily work into more impactful projects. Legal Monkeys extended these efficiencies even further by deploying BTerrell’s Billable Expenses add-on to manage pass-through client transactions, as well as the Workforce Go! solution for full payroll integration between Sage Intacct and AmeriFlex Workforce Management.

The team now saves over eight hours every week that it previously spent on the most critical accounting tasks of its medical records collection business. "Before Sage Intacct, we had to tediously print and then scan in hundreds of checks across dozens of different client bank accounts each day, as well as do manual double-entry for hundreds of daily credit card payments and reimbursements," commented Sutphen. "Now that we can import these accounts payable and receivable transactions from our proprietary software directly into Sage Intacct, all related journal entries are automated, and we have access to electronic documentation for future reference."

Powerful Reporting Sheds Light on Business Performance

Sage Intacct has greatly improved Legal Monkey's monthly report preparation process as well. Sutphen noted, "Sage Intacct's report writer is a thing of beauty. Rather than spending my nights and weekends tediously producing budget variance reports in Excel, I now have everything our management needs at my fingertips right in Sage Intacct. I save around sixteen hours of my own time each month, and can easily deliver the company's monthly, quarterly, and year-to-date actuals-to-budget analysis during normal working hours." In addition, Sutphen shared that the company's financial close is at least five days shorter.

Sage Intacct's unique dimension capability, which lets users tag individual transactions with key operational details, makes it easy for Legal Monkeys to filter, group, and organize its financial data for deeper analysis. As the company accumulates more historical information in Sage Intacct, the team will be able to access more granular reporting for better insight into individual entities, service lines, and projects, such as comparing growth rates across the company's different billing models. In addition, Sage Intacct's integration with Workforce Go! will allow Legal Monkeys to slice and dice its payroll data according to how many hours are spent working on each customer, so that the team can monitor labor efficiency ratios and better understand profitability by client.

"I'm excited about expanding our use of Sage Intacct to include personalized dashboards for key users, like our management team and specific departments," said Sutphen. "As we provide more stakeholders with the timely, trusted financial and operational data they need to make better decisions, Sage Intacct's self-service access will relieve the pressure on my team to compile and provide important data across the business and to our owners."

About Legal Monkeys

Legal Monkeys is a corporation that provides technology solutions for law firms through several different entities, including a records collection service for personal injury lawyers, as well as other property holding companies. The organization is based in Bryan, Texas and employs around 100 professionals across these businesses.



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sage Intacct



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