

Executive Summary

Previous Solution:

- QuickBooks

Results with Sage Intacct:

- Saved 500 person-hours annually by eliminating workarounds
- Optimized client service levels, staff utilization, and vendor relationships
- Easily integrated HRPyramid, Sage ACT!, Nexonia, and MasterTax

“Sage Intacct has proven invaluable in giving us a single version of the truth, as opposed to financial data stuck in spreadsheets and different accounting software packages.”

—Sam Kashy, Director of Business Development, Tandem HR

In Need of Sophisticated Multi-Entity Financial Management

Tandem HR assists business owners with full-service human resources (HR) outsourcing and operates an employee benefits brokerage. The company's business units operate as sixteen different entities, and support over 500 small and mid-sized businesses. Previously, Tandem HR's finance team was using a hodgepodge of 13 instances of QuickBooks along with other systems, and spending 20-30 hours each month on manual reconciliation work. When it came time to close the books, the team created Excel spreadsheets for each entity and then combined them together in a master spreadsheet, which had 56 tabs and ran about three alphabets wide.

Tanya Yakhnis, Tandem HR's controller, shared “We have a lot of inter-company transactions at Tandem HR, and were struggling with proper invoicing and expensing because all of our business units had their finances on different systems. We had to get very, very good at workarounds, and it felt like everyone on our team had an advanced degree in Excel.”

Tandem HR brought on consulting firm Armanino McKenna to help evaluate its options for a new financial management solution. Sam Kashy, director of business development at Tandem HR, said, “Sage Intacct was the right choice for several reasons – it is great at managing multiple entities seamlessly, is much easier to adapt to our needs than other solutions, and it was the first step in moving our company's entire application ecosystem to the cloud.”

Graduating to Sage Intacct Saves 500 Person-Hours Each Year

In just one month, Tandem HR rolled out Sage Intacct to 90 users across the company. The company has gone from spending nearly four days a month combining and reconciling financials in Excel, to automated processes that allow its finance team to focus on reviewing and understanding the results. Sage Intacct has also transformed Tandem HR's project accounting practices, allowing users to run reports against specific clients, employees, and service lines without having to manually calculate labor costs per employee across different entities.

Finally, Sage Intacct integrates easily with Tandem HR's primary operations software, HRPyramid, as well as with Nexonia for time and expense tracking, MasterTax for processing taxes, and Sage ACT! for customer relationship management. "With Sage Intacct, our finance team now has much more time to analyze data, as opposed to worrying about data entry and processing spreadsheets," shared Kashy.

Multi-Dimensional Financial Visibility Powers Decision-Making

Sage Intacct's easy-to-customize reports and dashboards give Tandem HR executives an intuitive view of the business right from their mobile devices. The company uses every field in Sage Intacct's

multi-dimensional general ledger to categorize data in several different ways for reporting. As a result, profitability information is readily accessible, and the company's leadership can make valuable decisions about how to service clients.

Leveraging Sage Intacct Project Accounting, Tandem HR can easily track specific employees and understand the amount of time they spend on each service project in order to improve project profitability and identify when the company may need to adjust fee levels during contract renewals. Tandem HR also uses Sage Intacct to create several nonfinancial reports, such as vendor reports that help optimize spending across different benefit carriers, enrollers, or third-party employee assistance counselors.

About Tandem HR

Founded in 1998, Tandem HR's 100+ employees provide business owners and senior management with personalized managed HR solutions. 500 companies ranging from start-ups to 500+ employees have chosen Tandem HR, the largest Chicago-based HR services partner.



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