

CASE STUDY

Entech's Forecast is Sunny After Partnering with Dean Dorton's mConnect Solution



Founded in 1998, Entech is an IT services company based in Florida. Their ultimate mission is to improve how their clients work with technology, so they can focus on what they do best. They are experts in teaching their clients new ways to save money, eliminate downtime, and increase productivity by partnering with the right technology while growing their business.

The Challenge

Entech was frustrated after years of manually maintaining financial data in multiple locations and struggled with reporting due to their existing inefficient software solution, QuickBooks. They needed a solution that offered connectivity, inter-company capabilities and distributions tables. Their ConnectWise account rep recommended the Dean Dorton combination of Sage Intacct and mConnect to help them shine a light on their current status as well as plan for the future. Now the Entech team can work on their business rather than in their business.

The Solution

Dean Dorton created mConnect, a customizable integration tool for ConnectWise Manage and other accounting software solutions, including Sage Intacct.

mConnect allows Entech to easily synchronize information between Sage Intacct and ConnectWise Manage in real-time with no additional effort. The team can now expand reporting capabilities via dimensional reporting structures. They can access P&L for defined territories and departments sorted by verticals at the press of a button.

This allows the team to spend more time on budgeting and strategy and less time on the mechanics of journal entries and manual reporting.

You look forward to M&A activity and the cost will be hours of work versus weeks.

Results with mConnect

Through the capabilities of mConnect for Sage Intacct, the Entech professional services team can capture actual hourly costs versus estimates which drives stronger margins and shines light on the work they should not shy away from.

mConnect for Sage Intacct has helped the team at Entech increase productivity by 33% and has saved them a minimum of \$60,000 annually by not having to add an additional team member.

We've learned new things about our business and have been able to identify our true levers of financial success because of our new accounting software solution.

*Rob Wilkerson, Director of Finance
Entech*

About mConnect

With mConnect, you can easily synchronize information between your ERP system and ConnectWise. mConnect is automated and highly customizable so it fits the unique needs of your business. This powerful solution provides your team with the information and tools they need to build stronger, more satisfying, and more profitable relationships.

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