

CASE STUDY

Mason Technologies Untangles Operations with Dean Dorton's mConnect Solution



Founded in 2002, Mason Technologies has established itself as a leading low voltage contractor. Their core strength is providing turnkey solutions to their partners with full service integrations in structured cabling, audio visual, security and smart building technologies. Mason takes pride in and supports their partners in real time for rapid response and disaster recovery services.

The Challenge

For many years, Mason Technologies manually maintained financial data and struggled with reporting due to disconnected, inefficient software systems. Mason realized they needed a solution that offered unified functionality while avoiding duplicate entries, burdensome steps and an overall fragmented experience so they could focus on managing the company, not the software. Near the end of their rope, they were introduced to mConnect, a tool that synchronizes ConnectWise Manage and Sage Intacct - and were immediately sold.

The Solution

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

mConnect allows Mason Technologies to easily synchronize information between Sage Intacct and ConnectWise Manage in real-time with no additional effort. All areas have improved from an accounting perspective - from how they manage their general ledger, produce a greater variety of income statements and balance sheets, easily create other custom ad-hoc reports and efficiently process external payments. The search functionality is superior and they system is extremely simple to use.

Our experience with Dean Dorton was nothing short of seamless. Implementing a new software is a tremendous undertaking and they gave us the time and dedication necessary to truly marry our processes and the systems capabilities.

Results with mConnect

Through the capabilities of mConnect for Sage Intacct, Mason technologies is able to see automatic updates from one system to the next. For example, if they create or update a customer or vendor, or when they process sales invoices it's immediately accurate across all systems.

mConnect for Sage Intacct has helped the team at Mason Technologies increase productivity to the extent that **their organically reduced accounting department staff is able to easily handle producing nearly 30% more invoices** and complete other functions more efficiently.

We were launched and operational from day one. The team at Dean Dorton made the difference.

David Orion Clanan
VP, Operations
Mason Technologies Inc.

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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