

**SOCKEYE****Sage Partner**

# SAGE INTACCT

## CASE STUDY

### Sage 300 Construction and Real Estate to Sage Intacct Construction: Upgrading to Cloud Accounting Software

## Case Study: How New Horizon's Switch to Cloud Accounting Provided a 360-Degree View of Business Operations

### THE PROBLEM

#### Limitations with Sage 300 Construction and Real Estate

New Horizons' accounting software, Sage 300 Construction and Real Estate, did not provide the flexibility they needed, making it difficult for project managers to obtain the information they required to do their jobs efficiently. Managing multiple entities within the software was a cumbersome task, and the software lacked the flexibility necessary for remote working. Additionally, the overall software performance was poor, and the server map and firewall updates were problematic. The software's limited capacity for growth made it challenging to scale the business. Finally, project managers were constantly playing catch-up with the finance team.

- **Limited Flexibility**
- **Slow system performance**
- **Limited Capacity for Growth**

### COMPANY OVERVIEW

New Horizons Telecom, Inc. is an engineering and construction firm established in 1978, dedicated to providing turnkey telecommunications infrastructure solutions for clients across various major commercial sectors and industries. The company was founded to meet the challenge of modernizing Alaska's telecommunications services. Over the years, they have expanded their capabilities and now boast a team of around 110 professionals, committed to providing high-quality services to their clients.

### EXECUTIVE SUMMARY

Previous Software:

Sage 300 Construction and Real Estate

Results with Sockeye:

- Improved Approval Processes
- Real-time access of reports
- Time saved by PMs and the finance team

## THE SOLUTION

### Sage Intacct + Sockeye

To address these challenges, New Horizons turned to Sockeye to help them move their finances to a new system that could accommodate all of their needs. They chose Sage Intacct, a cloud-based accounting software that offered advanced features and functionalities beyond their previous system.

New Horizons started the implementation of Sage Intacct in mid to late September 2021 and went live on January 1, 2022. During the onboarding process, the accounting processes underwent significant changes. However, adapting to the modern accounting system was essential for their business.

“My favorite part of working with Sockeye is feeling welcomed into the Sockeye community. Everybody on their team has been very encouraging during this whole transition and so willing to work with us,” said Monica Schachle, Chief Financial Officer at New Horizons.

Sockeye played an instrumental role in helping New Horizons upgrade their accounting system. They provided intensive onboarding and support to ensure a smooth transition to the modern accounting system. “Even through all the craziness of implementation, our relationship with Sockeye has been great, and they’ve stuck with us every step of the way,” said Monica Schachle.

## THE OUTCOME

### Real-Time Visibility and Enhanced Productivity

Sage Intacct has significantly impacted New Horizons’ business. The approval process is now a click of a button, and the accounting team can work from home if needed, making it much more user-friendly. The software has provided a live picture of their process overall, making it easier to compare numbers day-to-day and understand changes quickly. With Sage Intacct, New Horizons’ project managers now have live access to projects, and reports can go out automatically, saving time for the finance team, who used to dedicate Fridays to reports.



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**MONICA SCHACHLE**  
CFO , NEW HORIZONS





Before the implementation of Sage Intacct, life for the accounting team and finance department overall revolved around Friday's reports, where someone always had to be present in the office. But now, all of the project managers and management have complete visibility into Sage Intacct thanks to cloud accounting.

When asked for advice on switching accounting systems, Monica Schachle said, "Sage Intacct and working with Sockeye have been such a great transition and step up as far as our overall financial management of our company."

### **SOCKEYE + SAGE INTACCT CONSTRUCTION**

#### **Let us help you upgrade to a cloud accounting system built specifically for Construction**

When you make the switch to Sage Intacct, you can expect to cut your close time in half each month. Finance teams typically see a productivity boost of 40 percent or more. And with Sockeye support, you'll always have a trusted partner by your side, making sure your software helps you stay proactive and maximize your profitability.



Sage Intacct has closed the gap on our project reporting significantly. We wanted our company to grow and be able to report different dimension levels, and Sage Intacct is a great option to allow for growth and be able to add on different angles.



**MONICA SCHACHLE**  
CFO , NEW HORIZONS

### **ABOUT SOCKEYE**

Sockeye is a leading consulting services firm that leverages Sage Intacct to help construction businesses achieve full cohesion and transparency between operations, finance, and accounting.

Contact us today for a demo and see how Sockeye can simplify your accounting ecosystem.

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