AccountMate®

Client
Valley Group, Inc.
valleygroup.net

Type of Business:
Worldwide Industrial
Services Logistics &
Heavy Hauling

Number of Locations: 3

Number of Employees:
80

**AccountMate Users on
System:** 6

AccountMate Modules:
- Accounts Payable
- General Ledger
- Inventory Control
- Payroll
- Purchase Order

3rd Party Application:
JobCost

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– Britt Becker,
Chief Financial Officer,
Valley Group Inc.

Global Industrial Services & Logistics Company Leverages AccountMate Hosted to Control Costs

Based in Fishersville, Virginia, Valley Group, Inc. is a global company offering a full suite of services encompassing the transportation, installation and maintenance of industrial, plant and power assets. Valley Group provides a full array of regional industrial services to its Mid-Atlantic customer base as well as national and international industrial asset installation, transportation and relocation. From individual machines and assets to entire plants, and from intra-plant and intra-state moves to inter-country anywhere in the world, Valley Group manages projects on a turn-key basis.

Leverage Existing Investment

To handle its accounting requirements, Valley Group selected AccountMate SQL software system in 2006 due to its scalability, customization capabilities and ease of integration with vertical application solutions. The company was completely satisfied with AccountMate's performance during this time. Then as business dynamics changed, Valley Group wanted to focus on their core business rather than be bogged down with data center overhead and management.

The costs involved with managing IT in-house varied month-to-month. Handling on-going data back-up, storage and maintenance plus other unplanned network issues was time consuming, frustrating and inefficient. With competition and current economic conditions driving business decisions, Valley Group turned to Kerr Consulting, an AccountMate Solution Provider, for an efficient, cost-saving option.

After careful analysis, Kerr Consulting recommended AccountMate's Hosted deployment for SQL. "The decision was a no-brainer for our company," explains Britt Becker, Valley Group Chief Financial Officer. "By leveraging our original investment with AccountMate, we switched to the cloud, significantly improved in-house performance and saved thousands of dollars annually.

Lower Annual Maintenance Costs

By subscribing to AccountMate Hosted, Valley Group retained their ownership of the AccountMate software system and yet eliminated ongoing overhead incurred with conventional software such as maintaining servers, housing them securely and managing ongoing program maintenance. Instead, the company pays a monthly subscription fee. Since maintenance and software updates are included in the monthly subscription, Valley Group doesn't have to worry about budgeting for unscheduled program updates. They have a recurring monthly expense, which is budget-friendly, satisfying their bottom line and maintenance free.

Before going to the AccountMate Hosted system their operating costs varied each year. According to Becker, "We saved 15% annually by switching to AccountMate Hosted. Plus, I know exactly how much to budget each month."

Eliminate IT Overhead

AccountMate's Hosted protection solution provides safe, frequent and effective storing with a reliable, automated backup and recovery system. With the help of Kerr Consulting, Valley Group dismantled their in-house network on Friday night and had AccountMate Hosted completely operational on the following Monday without any network performance glitches or downtime.

Since skilled technicians monitor network performance 24 hours per day, 365 days per year to ensure that networks operate at peak efficiency, Valley Group employees noticed a significant

improvement in system performance, efficiency and functionality immediately. As a result, Valley Group no longer manages, monitors or provides ongoing system maintenance and can focus on growing their business.

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Integrate With Third Party Applications

AccountMate's award-winning program design lends itself beautifully to integration with third party applications. JobCost by 4 Corner Software seamlessly integrates directly with AccountMate SaaS and Hosted options in real-time, providing the tools needed by management to achieve maximum productivity and profitability on their jobs or projects.

"Previously, Kerr Consulting had customized JobCost to fit our specific business needs," explains Becker. After migrating to AccountMate Hosted, all existing modifications were easily transferred without any additional changes or updates to the source code. As a result, the migration to AccountMate Hosted was seamless and Valley Group employees could instantly access accurate and real-time information about their jobs without any system glitches.

About Third Party Application

JobCost is an integrated comprehensive project costing solution by 4 Corner Software that can be reached at **www.4cornersoftware.com**.

About Kerr Consulting

Kerr Consulting is a total ERP solution provider selected by Accounting Technology as one of the top solution providers of Accounting, Manufacturing and Customer Relationship Management software. With offices in Houston, Milwaukee, Kansas City, Des Moines and Washington D.C. Kerr Consulting has a wide diversity of clients in all 50 states and six countries. Kerr Consulting can be reached at **www.kerr-consulting.com.**

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or **www.accountmate.com**.