

Success Story

# GETPAQ drives its revenue 60% higher

Sage Intacct and Vision33 help 3PL provider automate processes, build efficiencies, and scale profitably



“My vision for investing in a new system was to enable information to flow with more fluidity - both internally and externally. Sage Intacct is the best financial solution to achieve that.”

**Marc Dumont**

Chief Executive Officer, GETPAQ, Inc.



**Manual workflows won't scale**

GETPAQ's rapid growth and expansion plans were threatened by inefficient, manual workflows that couldn't scale.



**Best-of-breed solution serves as the hub**

GETPAQ selected Sage Intacct, built on Amazon Web Services (AWS), as its best-of breed financial management application capable of supporting its growth and integrating with its warehouse management solution.



**Driving digital transformation**

Integration with the company's warehouse management eliminates manual touchpoints and speeds the order to cash cycle. Automated workflows free staff time for strategic tasks. Reporting capabilities have improved dramatically, providing insight and decision-making data to management and staff across the organization.

- Scalable solution supported 60% increase in revenue.
- Integration with WMS speeds the order to cash cycle.
- Rapid, four-month implementation accelerated ROI.



**Company**  
GETPAQ, Inc.

**Location**  
Montreal, Winnipeg, and Vancouver

**Industry**  
Wholesale Distribution

**Sage Product**  
Sage Intacct

**Partner**  
Vision33



**About GETPAQ, Inc.**

GETPAQ is a strategic third-party logistics (3PL) provider serving enterprises across Canada with next-generation storage, distribution, and packaging solutions.



### **Get out in front**

Enterprises across Canada trust GETPAQ Inc. to keep their supply chains moving. The innovative third-party logistics (3PL) provider offers end-to-end storage, distribution, packaging, and transport services to companies that need to stay out in front of the competition and get their products where they need to be on time.

In just five years, GETPAQ has increased its warehousing space from 50,000 square feet to nearly one million square feet and has quadrupled its revenue. Supporting growth this big and this fast requires financial management software that can keep up the pace. That's why GETPAQ got Sage Intacct.

### **Get busy**

To support its expansion plans, GETPAQ took a deep look at its technology. Like many growing companies, GETPAQ had adopted multiple applications intended to address specific business needs, but it lacked the ability to integrate with each other.

"We used two separate accounting applications, one for invoicing and the other for everything else," explains Claude Michaud, Chief Financial Officer at GETPAQ. "And then there were all the spreadsheets we needed to bring the data together

for reporting. Finally, there was continual manual data entry to try to keep everything up to date. It was time to put the systems in place that could automate workflows and free our resources for strategic tasks."

He adds, "We were growing quickly and had plans to keep that growth going. We knew we'd need to make some technology updates to achieve that goal."

### **Get the best**

The company launched its digital transformation by selecting a top-tier enterprise warehouse management system (WMS) to support its core logistics and warehousing operations.

"We made a deliberate decision to go with the best-of-breed approach," recalls Claude. "We first found the best operational solution and then looked for the best financial management solution that would integrate. That led us to Sage Intacct."

GETPAQ had three main requirements for its new financial management solution. "Visibility, scalability, and control," Claude says. "We need visibility across our operations to truly understand our growth and profitability by many different factors. Scalability is crucial since we're growing so quickly."



Automated workflows allow GETPAQ to scale operations cost effectively, without adding additional accounting personnel.

“Sage Intacct will work whether we’re doing five million dollars in revenue, 20 million, or even \$500 million,” Claude continues. “And whether we have one company or ten entities, the software will keep up. Ultimately, we need to have full confidence in the numbers — full traceability and auditability. Sage Intacct gives us all that.”

Claude says another reason that led the company to choose Sage Intacct, powered by AWS, is the solution’s flexibility and configurability. “Sage Intacct is hyper-flexible. We can connect it with other applications, including our WMS, to fully automate manual processes. Our goal was to eliminate the manual touchpoints so we could grow without needing to hire more people to perform data entry.”

### **Get going quickly**

GETPAQ worked closely with a Sage business partner to achieve a fast and seamless implementation. “We were live within four months,” says Claude. “Our business partner designed utility programs that brought data in from our other systems. We didn’t try to bring all our history, just open transactions along with customer and vendor data. I was impressed with the speed of the implementation.”

### **Get automated**

Integration between GETPAQ’s WMS and Sage Intacct will further automate manual workflows, saving time, ensuring accuracy, and speeding its order-to-cash cycle. For example, as an order is fulfilled in the WMS, customer notifications and invoice generation occur automatically.

As a result, the company can scale its transaction volume significantly without the need for more accounting staff. And the automation speeds all the downstream transactions along, getting invoices in customers’ hands — and paid — more quickly than before.

### **Get bigger**

“One medium-term goal is to double our sales again in the next few years,” says Claude. “Sage Intacct is the tool that will enable us to reach that goal. Sage Intacct doesn’t open the door to new customers — our skill and service level does that. But Sage Intacct allows us to keep them by streamlining our operations and providing better, faster service.”

Claude jokes that when using the company’s previous accounting application, their accountant was always busy, with never a spare moment in her day. “After the implementation of Sage Intacct, she would say to me, ‘Do you have anything for me to do? I’ve finished my work.’”

### **Get efficient**

Claude cites the automation of seemingly small tasks that add up to tremendous time savings. For example, staying on top of receivables used to require an ongoing and time-consuming effort. “One member of our accounting team monitored the receivables every day, manually sending out a statement to customers with an outstanding balance,” he recalls. “They’d spend an hour or two each day doing that one task. Sage Intacct does it automatically. Right away, there are a couple hours back in their day.”



“Sage Intacct is playing a major role in our digital transformation as we leverage technology to lower costs, raise efficiency levels, and scale our business profitably.”

**Claude Michaud**  
Chief Financial Officer, GETPAQ, Inc.

In addition, Claude points to the numerous reports, queries, and dashboard views the company has created that provide instant access to real-time data. “People used to come to me all day long with requests for information,” he says. “Now they can get the information themselves with a couple of clicks. That’s empowering for them and efficient for me.”

#### **Get results**

In just a short time, GETPAQ has launched a successful digital transformation, selecting best-of-breed business management solutions that allow the company to leverage technology to get more done with less effort and grow its success faster and further.

“Sage Intacct is playing a major role in our digital transformation as we leverage technology to lower costs, raise efficiency levels, and scale our business profitably,” concludes Claude.



Sage

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