

## Success Story

# Legal tech firm slashes close time in half, gains scalability amid global business growth

Ontra, formerly InCloudCounsel

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**Jeff Bohl**  
CFO, Ontra

### Company overview

Ontra, formerly InCloudCounsel is a legal technology company that combines highly experienced corporate attorneys with cloudbased software to offer a scalable, end-to-end solution for negotiating and managing routine legal work.



### Executive summary

Previous software:

- Excel

### Results with Sage Intacct

- Reduced close time from up to three weeks to 10 days.
- Eliminated two days of manual journal entries per month.
- Saving one day each month in credit card reconciliations and manual Excel uploads.
- Improved cash reconciliations efficiency by 50%.
- Gained business visibility and scale for growth.

Sage

**Company**  
Ontra

**Location**  
California, US

**Industry**  
Technology & Software

**Sage Products**  
Sage Intacct





### **Ontra modernizes accounting with cloud agility**

Ontra is a legal technology company that combines highly experienced corporate attorneys with cloud-based software to offer a scalable, end-to-end solution for negotiating and managing routine legal work. Ontra helps many of the world's leading companies effectively streamline their contract processes, free up resources, and achieve substantial cost savings. By providing a smarter solution for managing corporate legal documents while simultaneously offering its network of lawyers the flexibility to practice corporate law on their own terms, Ontra provides its customers and attorney partners the freedom to focus on what's important to them.

The Ontra software platform is designed to maximize organization, efficiency, and insight by providing a robust set of document management and data reporting capabilities. Each customer-specific solution is led by a dedicated account manager with deep Big Law experience to ensure a consistent, high-quality work output. Ontra reports a 70% average cost savings for clients, and a 94% annual client retention rate. "Ontra is growing rapidly, both domestically and internationally, and across every dimension of the business — employees, customers, and attorneys, said Jeff Bohl, CFO at Ontra. To support this hypergrowth throughout the business, we need highly scalable systems in place, including — and especially — in accounting," said Jeff Bohl, CFO.

The company's legacy system of accounting in Microsoft Excel was in clear need of modernization. The inability to integrate Excel with Ontra's proprietary platform, which handles both client invoicing and payments to contract attorneys, meant hours of manual uploads of invoice data. Cash reconciliations were problematic and reporting was challenging with loads of custom coding and complex workarounds. "We quickly outgrew Excel. Although it is a great tool, it's not purpose-built for accounting and it couldn't scale with our business," said Andy Lujan, VP of Finance at Ontra.



Ontra selected Sage Intacct for its ease of use and robust dimensional reporting.

### **A 50% efficiency gain in cash reconciliations**

After evaluating cloud-based financial management solutions, including Oracle NetSuite and Microsoft Dynamics, Ontra selected Sage Intacct for its ease of use, robust dimensional reporting, strong API for integration with third-party systems, and ability to handle multi-entity accounting and tiered client structures. During evaluation, Ontra worked with the strategy selection team at CrossCountry Consulting, a leading business and IT consulting firm that the company also selected to handle the implementation. “Sage Intacct checked all of our boxes at a very reasonable price, and we felt it could easily grow with us for the foreseeable future,” Andy said. “Today we have greater speed, control, and visibility across our expanding global business,” noted Andy.

Since implementing Sage Intacct, Ontra has seen various benefits. For example, the accounting team reduced the time needed to close the books each month from up to three weeks to 10 days, roughly a 50% reduction, while also managing financial information in a centralized system of record. In addition, integration via the Sage Intacct API and Ontra’s proprietary application reduced four hours of manual data uploads into Excel to just 20 minutes. Lastly, Ontra can apply payments at the invoice level, improving the data granularity for reporting.

“Sage Intacct is our source of truth in accounting, efficiently synthesizing thousands of lines of data from our proprietary application, along with data from our global banking platform and third-party software solutions,” said Khalid Ghafari, the company’s controller. “It has gracefully supported our growth and met our challenging monthly close requirements, whereas our Excel-based solution would clearly have broken by now,” said Khalid.



### **‘Vastly improved’ reporting and streamlined multi-entity accounting**

Ontra saves additional time with integrations between Sage Intacct and best-of-breed applications, including Tipalti for accounts payable and Expensify for expense management. For example, the company integrated Sage Intacct with Tipalti, automating journal entries for all vendor payments and saving roughly two days of accounting time per month. Likewise, the company eliminated manual credit card reconciliations in Excel with Sage Intacct and Expensify, saving another half day of work per month.

Additionally, Sage Intacct has delivered the multi-currency capabilities needed to scale international operations in the UK and the Asia Pacific region. Multi-entity consolidations that proved difficult and limited in Excel are now simple and seamless. Ontra is also exploring the Sage Intacct Contracts module to support more complex billing with its new SaaS product. Sage Intacct dimensions and slice-and-dice capabilities provide Ontra with vastly improved reporting so the company can easily produce P&L statements and analyze various metrics, including profitability and net dollar retention by client and revenue, costs, and margin at the department level.

Further expanding reporting and incorporating dashboards are high priorities for Ontra as the company deepens its use of Sage Intacct. Jeff sees Sage Intacct as pivotal to finance modernization and scalability amid continued global expansion. “Sage Intacct has deftly handled the massive and growing volume of data being generated by our proprietary legal platform,” Jeff said. “Our app is built on a modern web architecture, and we wanted a financial management vendor that was similarly tech-forward with an open API and a cloud platform that’s agile and scalable enough to grow with us. Sage Intacct is delivering those capabilities,” Jeff said.

