

Success Story

Sage Intacct adds value for Data Intellect

Data Intellect uses Sage Intacct to optimise processes and underpin its value

“Being part of the Sage universe offers cybersecurity and business-value benefits.”

Connor Metcalf

IT Implementation Consultant for Data Intellect and Co-Founder of The 1801 Consulting Group



The Challenge

Data Intellect (DI), a company backed by Sovereign Capital Partners, sought to upgrade its accounting software as part of a wider plan to remove value drag and maximise the business’s valuation potential. It engaged The 1801 Consulting Group to help.



The Solution

Connor Metcalf of The 1801 Consulting Group sought a new ERP system that would maximise DI’s objective value, bring immediate benefits to the finance team and expedite processes while minimising operating expenses including any need for additional headcount. Having assessed the market, he recommended Sage Intacct.



The Result

Data Intellect implemented Sage Intacct in December 2023. The small finance team benefited immediately from faster processes and greater scope and accuracy. For the business as a whole, Sage Intacct has conveyed multiple valuation, security and extensibility-related safeguards and advantages.

- Month-end close now completed 3.5 days faster; 23% faster than before.
- Production of management accounts now faster: three hours (41%) saved monthly.
- Sage Intacct helps to safeguard and drive whole-business value.



Company

Data Intellect

Location

United Kingdom

Industry

Technology & Software

Sage Products

Sage Intacct

Sage Partner

The 1801 Consulting Group



About Data Intellect

Data Intellect optimises its clients’ data pipeline and data management, producing cutting-edge solutions using a range of technology stacks across many sectors.



Meeting the challenges of big data

Founded in 2011, Data Intellect (DI) helps its clients to maximise their data pipeline, from capture and acquisition to data analytics. The company specialises in the challenges of time series data, and consequently has a high profile in the financial services and capital markets sectors, but provides innovative solutions across multiple sectors including healthcare and software. DI is a UK-headquartered business with a global client base, and currently has 250 staff members in locations around the world.

Since DI is a company backed by Sovereign Capital Partners, its ROI and the ongoing value of the business, along with its fitness to grow and flex, are key focal points. With this in mind, DI engaged The 1801 Consulting Group to project-manage the choice and implementation of new accounting software. The company had outgrown its previous installation, Sage 50, and a system upgrade offered DI an opportunity to add value to the business as a whole.

Connor Metcalf of 1801 Consulting, who managed the move to Sage Intacct, explains: “The finance department wanted to make life easier around month end and closing consolidated accounts, and to make the system more resilient. Meanwhile, my priority was to bring in IT systems that maximise the company’s value.”

Satisfying diverse demands

Meeting the demands of finance administration and whole-business value alike was a challenge, but one that Sage Intacct ultimately met.

Before Connor could make any recommendations, he thoroughly assessed the market and shortlisted relevant providers. To make the shortlist, companies had to possess very distinct attributes. “We needed an entity that was known in the private equity arena because at times of sale or acquisition, nobody wants to work with or integrate an unknown ERP, it’s too risky. Cloud deployment mattered because there are cost savings when compared to on-prem installations, and benefits to be had from outsourcing some risk, but most importantly because an environment like the Sage universe brings security assurances. We required a solution that would pass all technical and due diligence assessments and fit seamlessly into supply chains, even in some of the world’s most heavily-regulated sectors,” Connor explains.

Having drawn up a list of contenders, and conducted the relevant cost/benefit assessments and other due diligence checks, in mid-2023 Connor recommended Sage Intacct as DI’s new system. Following a straightforward implementation process, the system went live in December 2023.



With Sage Intacct, DI's month-end close is now 23% faster than it was previously.

Immediate benefits

While the full ROI on Sage Intacct for DI may not be completely quantified for some time—until the business is sold or acquires other businesses, for example—the finance team noticed some of its benefits very quickly. Month-end close is now 3.5 days (23%) faster than before and the system saves three hours per month in the preparation of management accounts. Sage Intacct is also helping to keep down operating expenses, because while the finance team is small (five people including the CFO) many of the previous time-consuming issues have been removed and there is no need to recruit additional staff.

Other gains reported by the finance team include an improved system for chasing customers; reduction in net debt days; reduced administrative burden; better data integration in reports; and enhanced financial insights. The finance team has also identified a connection between the optimisations facilitated by Sage Intacct and improvements in cash flow, strategic management, performance, and support for growth.

APIs and integrations

In terms of more holistic gains, Connor explains that use of Sage Intacct APIs for integration was a notable advantage for DI: and the pleasant surprises were not limited to the ways in which API integrations make Sage Intacct extensible. “Sage Intacct team gave me their ERD [entity relationship diagram], which is unusual but makes integration so much easier because it shows you which tables are connected to which other tables and how they’re connected within Sage. So you can see how stuff is linked together, which means that all of the integration work immediately becomes straightforward because you know how the data is being formatted in the background.”

At time of writing, DI is integrating a third-party PSA system with Sage Intacct, but this has yet to go live. In terms of overall business value, however, Connor is already convinced that the system’s extensibility, including through integrations, will provide extensive ROI if DI needs to connect with other systems—for example, as a result of business acquisitions—or otherwise reconfigure its IT in the future.

Support from Sage

While DI found the implementation process for Sage Intacct straightforward, Connor is quick to praise the support he has received from the Sage team and in particular from DI’s assigned Customer Success Manager, Joash. “He answered any questions very promptly, and if he couldn’t answer a question he found the person who could. He really helped with setting and managing expectations.” On a day-to-day basis, DI’s finance team finds the Sage University and support functions helpful.



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Value added by Sage Intacct

Several months on from implementation, DI is happy that Sage Intacct has not only increased the efficiency, scope and accuracy of its day-to-day accounting activities, but also that it contributes to the holistic value, security and potential of the business as a whole. As Connor puts it: “The Sage name and reputation makes it a transparent and known entity within the supply chain, so that’s an advantage. Also, Sage is clearly committed to ESG [environmental, social and governance] sustainability. It’s not a tick box exercise for Sage, it’s constantly going on in the background and it’s valuable.”

With a finance team that is, already, tangibly more efficient, and a finance system situated within the reputable infrastructure of Sage—with all the security assurances and integration potential that carries—DI is set for a very bright future indeed.



Sage

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