

Success Story

Galilee takes financial management to the cloud with Sage Intacct



“We’ve seen up to a 40% efficiency gain in financial management and reporting since implementing Sage Intacct.”

Mark Trinidad
CFO, Galilee



Galilee implements Sage Intacct

Galilee is an Australian legal services firm with offices located in a number of capital cities. The firm offers a range of services in the mortgage lending sector. It has also developed innovative technology products including a broker portal and digital document platform.



To meet the evolving demands of managing multiple cost centres and a remote workforce, Galilee moved to the cloud, implementing Sage Intacct to introduce a new era of process efficiency improvement and significantly improved reporting capabilities.



Results with Sage Intacct

- Sage Intacct seamlessly upgraded from Sage 300 with minimal customisation required
- Partner-led implementation completed relatively quickly in time for new financial year
- Secure, cloud-based solution helps a growing remote workforce
- Easy to use product with user-friendly interface sped up adoption
- Automation of AP and import of hundreds of invoices per month
- More useful and insightful management and Board reports
- 40% efficiency gains to facilitate finance team moving focus to analysis, budgeting and forecasting

Company
Galilee Solicitors Pty Ltd

Location
Australia

Industry
Business Services

Sage Products
Sage Intacct

Sage Partner
FUJIFILM MicroChannel

About Galilee Solicitors Pty Ltd

Galilee is an established legal services firm that has been operating Australia-wide for more than 30 years. The firm provides legal services to the mortgage lending industry for residential, commercial and SMSF loans. Galilee has developed technology products including the ORION broker portal for mortgage brokers and the KWIL digital document platform that provides a digital solution for the execution of mortgage documents for borrowers.



Finding a better fit

Galilee has seen significant technological advancements since its inception 30 years ago. After more than a decade using Sage 300, Galilee needed to modernise its accounting and financial management system to better meet the needs of its rapidly growing legal business.

Consultation with long-established technology partner FUJIFILM MicroChannel informed the decision to implement Sage Intacct to meet the current and emerging needs of the organisation. As a cloud-based financial management solution, Sage Intacct suited Galilee's multiple cost centres and growing remote workforce.

Meeting evolving needs with Sage Intacct

Galilee has office locations in four major cities across Australia, and a workforce of more than 100 employees, many of whom work remotely. The business has also evolved by incorporating technology products including a broker portal and a digital documents platform.

The new financial management solution needed to be cloud-based, secure and offer a range of functions as specified by the Galilee team. The business has multiple cost centres requiring easy consolidation for reporting purposes and seamless integrations with other systems. It was critical that the new system could automate importing hundreds of invoices each month.

Counting on a trusted partner

Galilee has worked with FUJIFILM MicroChannel for more than 15 years, and the partnership has evolved as each business has grown and technologies have changed. High levels of trust exist between the organisations because FUJIFILM MicroChannel understands the Galilee business so well, and enduring personal relationships have developed since they started working together.

FUJIFILM MicroChannel was able to understand the exact requirements of Galilee, advise on the transition from Sage 300 to Sage Intacct, support customisations and manage the implementation and adoption of Sage Intacct within the Galilee finance team.

Managing a rapid transition

One of the challenges of the implementation project was the short timeframe that needed to be met. The project kicked off in March and needed to be completed by the end of June, ready to be used at the start of the new financial year.

The ease of migrating from Sage 300 to Sage Intacct, and the knowledge, skills and experience of the FUJIFILM MicroChannel team working with both Galilee and Sage Intacct helped ensure the deadline was met.



Sage Intacct gets Galilee Solicitors up to speed.

Moving to the cloud

Driven by the needs of a remote workforce and a desire to modernise their financial management system, Galilee moved to the cloud with Sage Intacct. Key features of Sage Intacct that have had a major impact on Galilee's operations are easy and seamless API integrations, regular 'over the air' updates and product release notes, and the ability to customise and automate the invoice import function to deal with hundreds of daily invoices.

As a business that provides a range of legal services to the mortgage industry and consumers, as well as a growing range of technology products, Galilee embraced the vast capabilities of Sage Intacct.

Getting everyone up to speed

With a team of eight in finance and accounting and a rapid transition required to meet the go-live deadline, user training was critical to ensure a smooth implementation. FUJIFILM MicroChannel provided helpful transition and training tools including checklists, and their accounting and IT experience and expertise helped smooth the process. Galilee team members also found Sage Intacct easy to use, and the interface very user-friendly.

The Galilee team maximised their speed to competency by having the right people, tools and training, allowing them to hit the ground running with Sage Intacct, while knowing their partner was readily available for support as needed.

By all reports, an excellent outcome

Financial reporting has been significantly improved at Galilee since Sage Intacct was implemented. Multiple dimensions power financial dashboards and reports that deliver insights in real-time. The ability to isolate dimensions and accounts has had a huge impact on reporting capability, and custom reports are easily generated on request.

The reporting process is now more efficient, with up to a 40% efficiency gain each month in the generation and analysis of management reports. This has enabled members of the finance team to be redeployed to higher value tasks, so they are spending less time looking at history and more time looking to the future.

Ready for what comes next

Since the successful implementation of Sage Intacct in a relatively short timeframe, Galilee is enjoying the benefits of this powerful platform and making good use of process efficiencies and time saving.

Post-implementation support from the FUJIFILM MicroChannel customer support team backed by their in-house SME partners has enabled further customisation of reporting and new functionality for the accounts receivable process.

With FUJIFILM MicroChannel by their side, Galilee can focus on delivering products and services to their customers and markets, knowing that they are ready for whatever comes next.



A relationship built on a solid foundation

With more than three decades as a business solutions and technology provider servicing medium to large corporate enterprises and government organisations, FUJIFILM MicroChannel has the experience and expertise to help its clients leverage technology for commercial success.

Having worked with Galilee for more than 15 years, FUJIFILM MicroChannel has been instrumental in guiding the technology strategy of the business. During this time, the partner team has overseen various major system roll outs and upgrades as the needs of the business have evolved and new technologies have emerged.

Working relationships between teams employed by each organisation have endured since the very early days of the business relationship, creating a solid foundation for partnership and building immense trust between both parties.

FUJIFILM Microchannel is a trusted partner to Galilee and hundreds of other organisations in Australia and around the Asia Pacific region. Highly awarded by leading global vendors, and selling and supporting world-class technology products and solutions, FUJIFILM MicroChannel helps organisations perform better with unique solutions that are designed to match their unique needs.

“Galilee is a great example of how FUJIFILM MicroChannel develops long-standing partnerships with our clients, built on delivering superior solutions and dependable service. As a trusted long term partner, we guide our clients with continuous innovation ensuring they thrive as their businesses grow and as technology evolves”, said Shelley Iovenitti, Sage Practice Manager at FUJIFILM MicroChannel.

“Given our long-standing relationship with FUJIFILM MicroChannel we rely on their experience and advice as our technology partner. They’ve been with us through various financial management system implementations, and they always know the right questions to ask.”

Mark Trinidad
CFO, Galilee.



Sage



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