

Success Story

# VelocityEHS saves \$160,000 through efficiency gains with Sage Intacct

Powerful automations slash  
manual work and drive 30% growth



“The strong efficiencies and visibility we gain with Sage Intacct easily recoup the cost of the software in just over three months every year.”

**Heather Norum**

Director of Accounting, VelocityEHS



**Implemented powerful automation for revenue recognition, collections, and payment entries**



**Scaled easily with 30% business growth**



**Annual headcount savings of around \$160,000**

**Sage**

**Company**  
VelocityEHS

**Location**  
Chicago, IL, US

**Industry**  
EHS software

**Sage Products**  
Sage Intacct

**velocityEHS®**

**Meet VelocityEHS:**

- Global leader in cloud-based environment, health, and safety (EHS) and sustainability software
- 12,000+ customers worldwide
- Several multinational mergers and acquisitions
- Former accounting software: QuickBooks

## Scaling multi-national growth with a small business ERP

VelocityEHS is a rapidly growing company with an international customer base. While [QuickBooks](#) served their needs when the business was smaller, cracks in the foundation started to show at scale. “We recognized that we needed a robust, cloud-based ERP solution to effectively handle the exponential growth of our customer base and transaction volume,” said Heather Norum, Director of Accounting.



So, the finance team went looking for full-featured financial management software that could support their growth trajectory and help them overcome their most pressing challenges:

- **Recognizing revenue:** Heather and her team endured a tedious and error-prone revenue recognition process each month, which involved manual calculations on a 20,000-line Excel spreadsheet.
- **Multi-entity and multi-currency management:** Currency exchange calculations were another monthly pain point, occupying five full days of the CFO's time.
- **Lack of integration:** VelocityEHS uses a homegrown order management system, but QuickBooks's limited integration options forced them to transfer data manually. This took a staggering two weeks of person-hours each month, with team members keying in each order by hand—no small feat for a business with ~1,500 new transactions each month.

## Seamless integrations and reports that write themselves with Sage Intacct

Despite past experiences with other accounting software like NetSuite, Heather and her CFO went searching for a tool with more flexible reporting options. “In the end, we selected Sage Intacct for its more flexible dimension-based reporting, as well as its ability to greatly improve our revenue recognition and seamlessly handle multiple foreign currencies,” said Heather.

Since deploying Sage Intacct, VelocityEHS has transformed its financial and operational workflows to fuel ongoing growth. With automated revenue recognition, the team now has full visibility into each step of its order-to-cash process, speeding up its monthly close by three days. Hundreds of daily lockbox payment entries also feed directly into Sage Intacct, freeing staff accountants from manual data entry.

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With Sage Intacct, our global consolidations **can be completed across five different currencies** in a few short minutes with the push of a button.

**Heather Norum**  
Director of Accounting

Additional automations have driven big strides in finance team efficiency and cash flow. VelocityEHS plugged their homegrown order management system into Sage Intacct using our open API. Sales orders are pushed directly into Sage, saving the team two weeks of work every month. Sage's Collections modules save at least one additional FTE per year by automating dunning letters to shorten the cash cycle.

Compliance reporting, another potential time-eater, is easier than ever. “Sage Intacct makes it easy to meet any requirements that come our way,” said Heather. “Our auditors love the permissions-based user access, expense and journal entry approvals, vendor change logs, revenue by customer reporting, and paperless audit trail—all of which save tremendous amounts of time.”



## In-depth reporting that tells a clear story

With a flexible general ledger and customizable tags, VelocityEHS can report month-to-date, quarter-to-date, and year-to-date financials in a variety of ways, yielding real-time insights. “I love that Sage gives us a 3D view of our financials so that on any given P&L report we can look at our revenue by product, followed by a detailed breakout of departments for planning and budget analysis,” said Heather.

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We can **easily understand how we are actually spending our money**, versus just how we have to show our books for GAAP or tax purposes.

**Heather Norum**  
Director of Accounting

VelocityEHS’s CFO now enjoys an easy-to-read dashboard that shows their financial health at a glance, including cash balances, net income, and operating expenses by department or location. They can closely monitor revenue reserves and re-forecast throughout the year as needed to make smarter, more timely decisions about spend.

## See why Sage is a CFO’s secret weapon for growth.

[Take a tour of Sage Intacct.](#)

### Achieved with Sage Intacct:

- ✓ ROI in ~3 months
- ✓ Saved 3+ weeks per month of manual work
- ✓ Saved \$160,000 in annual headcount costs
- ✓ Scaled easily with 30% business growth





Sage

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