

Apple Valley Waste and Microsoft Dynamics GP



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Increased efficiency and better data visibility

Apple Valley Waste is a Waste management company that serves customers in Pennsylvania, Virginia, Maryland and West Virginia. They are a growth company that that acquired a platform acquisition in West Virginia in 2010 and has grown through acquisition since then. Comprised of many smaller waste management firms.

Prior to their partnership with BroadPoint and Dynamics GP upgrade and services, Apple Valley Waste struggled to leverage their Dynamics GP solution for better reporting and streamlined analysis. This burdensome process relied on manual reporting and analysis, taking time away from more critical tasks. Apple Valley Waste Required partial rewrites of accounts to align financial statements in reporting to business needs and complete rewrite of financial statement reports in a manner that all financial users could best use the financial statements. Their previous Dynamics GP partners were not able to solve problems and, in fact, worsened them.

Project Highlights

- Rewrote chart of accounts to allow financial reporting to align with their strategic company needs
- Enrolled Apple Valley Waste in a ClientAdvantage Support plan for future updates and support issues
- Engineered new business processes to streamline reporting and allow all financial users to best use the information
- Automated workflows to reduce manual entry and labor



Increased efficiency and better data visibility

Apple Valley Waste now has better data visibility and continuity across both the finance department, as well as the entire business. It is easier to access financial information for all team members, clients, and their subsidiary companies. This has resulted in increased financial efficiency for day to day processes, as well as monthly and yearly accounting close-outs.

“We find that BroadPoint really listens to what we're asking for, asks engaging questions back to us, and through that process really provides us the most effective, the most efficient solution that 100% of the time, has addressed and solved our needs.”

– Jeff Shiring, Apple Valley Waste