

ACCA takes ERP to the Cloud... in Less than 2 Days

Today, many organizations that are running on premise financial and accounting systems feel trapped between staying where they are or going fully to a cloud solution.

The good news is that there are options to keep an existing Enterprise Resource Planning (ERP) system that users know well, while also getting all of the benefits of a cloud deployment – including business continuity, disaster recovery, data security, scalability, reduced infrastructure costs, and more!

A Non-Profit Decides to Make the Move

Air Conditioning Contractors of America (ACCA), an organization that has been operating with Microsoft GP on premise for years, recently made the decision to transition their financial operations into the cloud.

ACCA is a non-profit association whose members include more than 60,000 professionals and 4,000 businesses in the indoor environment and energy services community. ACCA is the only nationwide organization that works with members to promote professional contracting, energy efficient, and healthy, comfortable indoor environments.

ACCA made the decision to move its GP system to the Cloud due to limited internal IT resources, the need for better security and more resilient business continuity/disaster recovery.

"We wanted to take some of the maintenance burden off of our IT staff," Lynnette Russell, V.P. of Finance, explains, "We are in charge of running three different companies, so having security and consistent backups is an absolute necessity for us – that's why moving to the Cloud really was a no-brainer."

With the Cloud, ACCA knew they would have 24x7x365 access to their financial information and peace of mind that their financial data would be safe and secure.

Selecting the Right Cloud Option

Russell discussed the Cloud deployment with BroadPoint and explored three Cloud options to consider: native Cloud, dedicated Cloud, and multi-tenant Cloud.

Cloud Environments Defined

Native Cloud

SaaS solutions built for the Cloud.
(SaaS – Software as a Service)

Dedicated Cloud

Traditional ERP hosted in a dedicated IT infrastructure for your organization. Tailored to meet the demands of the customer.
(IaaS – Infrastructure as a Service)

Multi-Tenant Cloud

Traditional ERP hosted in a shared IT infrastructure between multiple organizations.
(IaaS – Infrastructure as a Service)



For ACCA, a Dedicated Cloud environment best fit their needs for increased security, reduction of IT burden, and mobile access.

In ACCA's case, BroadPoint manages the solution which is hosted on Azure infrastructure.

"We chose the Dedicated Cloud solution for multiple reasons," said Russell, "The cost is predictable and there was [less of an upfront investment] to implement. We didn't have to invest in any additional hardware or software."

A Quick and Seamless Transition

Moving an existing on premise ERP system to a Cloud environment can be quickly and easily implemented with little to no interruption. With the right planning, the finance and accounting teams can continue to function and operate normally while the implementation is conducted during a time that is most convenient for them. BroadPoint can also accommodate existing customizations that may have prevented you from considering the move to another solution in the past.

For ACCA, the whole process took less than two days, "So many things were done behind the scenes," Russell recalled, "BroadPoint actually did the implementation over the weekend so that it wouldn't interrupt our workflow. The next thing I knew, we were ready!"

Realizing the Benefits

Russell was pleased to get all of the benefits she expected from a Cloud deployment, and more.

Access anytime, anywhere - ACCA can now access financial and accounting information round the clock at any location. "The stress is gone," Russell said, "We are able to access the same information and more. We love it because we can do our work from anywhere, not just in the office. This is a major benefit for us and we can see the value of our investment every day."

Better budgeting - Putting the budget information and processes into the Cloud means that ACCA does not need to install applications onto different machines for their budget managers. They can simply just go to the web to get all of the information they need.

"Because we're on the Cloud, we don't have to worry about anything being lost – which greatly reduces the stress during budget season," says Russell, "Since we've been with BroadPoint for over a decade, we've always been on budget. When I budget my numbers, I know exactly what I need for the year and I am able to plan appropriately to make sure that I stay within budget. The experience has been great!"

Predictable IT expenses - Moving to the Cloud requires often requires less of an up-front investment to license and deploy compared to on-premises financial solutions. ACCA did not have to invest tens of thousands of dollars for perpetual, static licenses that also require a year over year maintenance fee. And since the Cloud option ACCA selected is subscription based, Russell knows how much the bill will be every single month.

Take the Next Step

Are you ready to take your financial systems to the Cloud? The transition can be quick, secure and reliable. If you're still running your financial solution on-premises and are interested in learning more, please contact us to explore the best options for your organization at info@broadpoint.net or (301) 634-2456.

About BroadPoint

Since 2001, BroadPoint has helped hundreds of membership, commercial, and not-for-profit organizations increase engagement, optimize financial performance, enhance employee collaboration and productivity, and gain mission-critical intelligence.

We offer integrated AMS, CRM, ERP and business intelligence solutions, in the cloud or on-premises, powered by leading technology providers such as Microsoft and Advanced Solutions International (ASI).

Headquartered just outside Washington, DC, BroadPoint serves over 400 clients across the United States.

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