

April 24, 2024

# 5 Signs Your Business Has Outgrown its Legacy Accounting System



WELCOME

# Today's Presenters



**Lindy Antonelli**

Partner, Technology Consulting  
Armanino



**Kim Lombard**

Alliances Manager, Mid-Market ERPs  
Tipalti



# Agenda & Learning Objectives

- Armanino and Tipalti – Better Together
- Tipalti Overview
- Armanino Overview
- Outgrowing Your Legacy System
- Benefits of a Cloud-Based Solution
- Customer Testimonials



**Determine when it's time to move off a legacy system, such as QuickBooks**



**Uncover the leaps in efficiency and accuracy that cloud solutions offer over legacy systems**



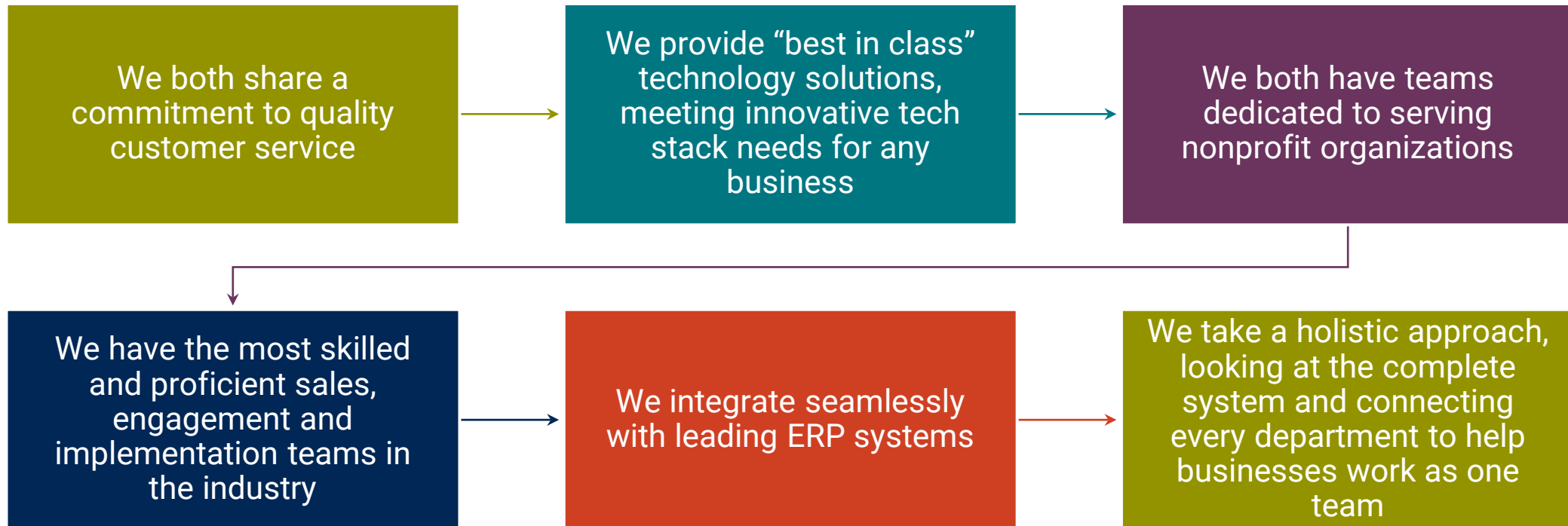
**Pinpoint actionable next steps to smoothly transition and elevate your financial infrastructure**

# Armanino & Tipalti Overview



BETTER TOGETHER

# Armanino & Tipalti



# Company Overview – Solving Global Payables



5,000+ Customers

\$50B+ Annual Transactions

5M+ Payees

99% Customer Retention

\$700M in Funding

\$8.3B Valuation

Deloitte 500 & Inc. 5000 Winners 6-years Running

The **Best Reviewed** Global Payables Solution. Ranked **#1 in AP software by TrustRadius**. Named **worldwide leader** in AP automation by IDC

Specializing in Fast-Growing, SMB's



We handled it...



**Integrated  
finance  
automation  
to de-risk  
and  
simplify  
operations**





ARMANINO

# Firm Overview

*Count on Armanino to think strategically and provide sound insights that lead to positive action. We address not only your compliance issues, but your underlying business challenges.*

## Purpose

To be the **most innovative** and **entrepreneurial firm** that makes a **positive impact** on the lives of our clients, people and our communities.

## Snapshot

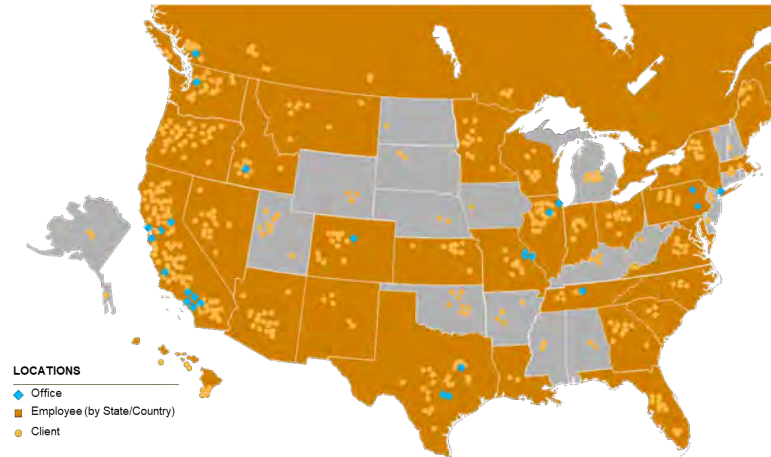
2500+ Employees

Team Members in 23 States

18th Largest CPA & Consulting

Largest Niche: Technology

## Locations



- CALIFORNIA**
  - San Ramon
  - San Jose
  - San Francisco
  - Los Angeles (2)
  - Irvine
  - El Segundo
  - Woodland Hills
  - San Luis Obispo
  - Torrance
- WASHINGTON**
  - Bellevue
- COLORADO**
  - Denver
- IDAHO**
  - Boise
- TENNESSEE**
  - Nashville
- TEXAS**
  - Austin (2)
  - Dallas
- ILLINOIS**
  - Chicago
  - Naperville
- MISSOURI**
  - St. Louis
  - St. Charles
- PENNSYLVANIA**
  - Philadelphia
  - Scranton
- NEW YORK**
  - New York City
- CANADA**
  - Vancouver

## AFFILIATE COMPANY



## RECOGNITION & AWARDS







# Outgrowing Legacy Systems



OUTGROWING LEGACY SYSTEMS

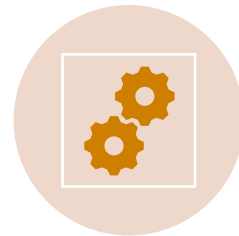
# 5 Signs



DATA SILOS



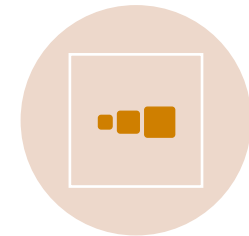
MANUAL  
PROCESSING



FUNCTIONALITY  
GAPS



RELIANCE ON  
EXCEL



LONG MONTH-END  
CLOSE



# Data Silos – Leads To...

- Multiple versions of the truth
- Double-keying of data
- Additional reconciliations
- A lot more work for your team





# Manual Processing - Leads To...

- Low value work being done by your high value team
- Employee burn out / resignations
- Error-prone data





# Functionality Gaps – Leads To...

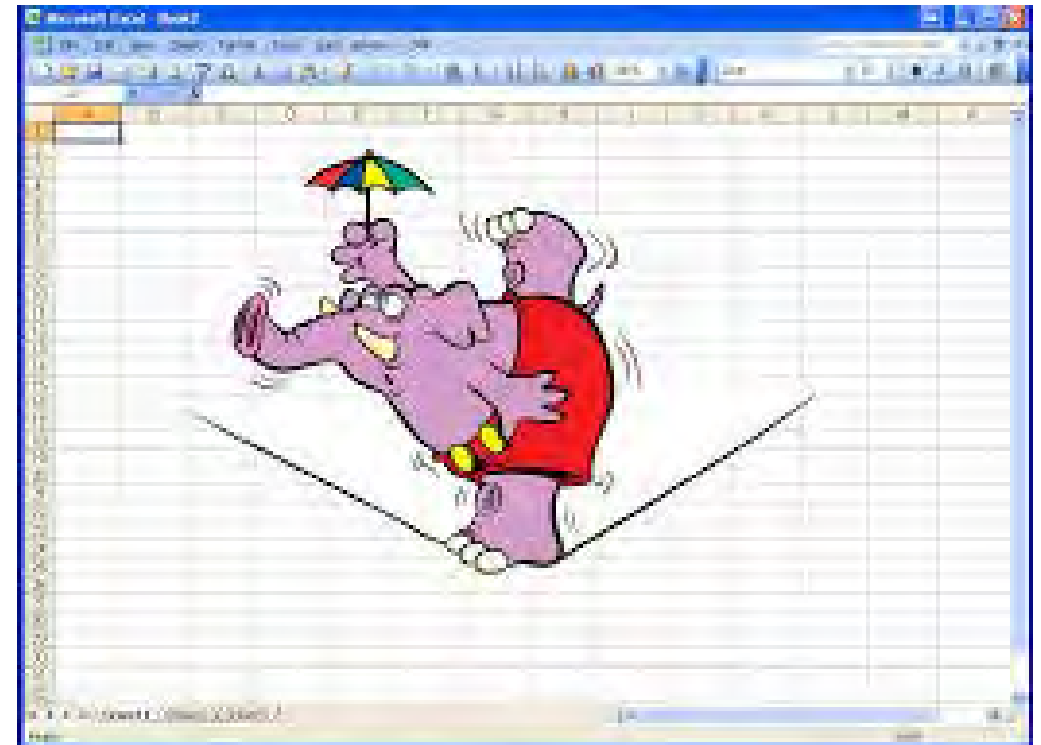
- Extra workload on employees
- Manual workarounds
- Increased total cost of ownership





# Reliance on Excel – Leads To...

- Losing sleep at night
  - Is there an error in my spreadsheet?
- Version control
- No central repository of data





# Long Month-End Close – Leads To...

- Headaches!
- Board/Stakeholders lack of visibility
- Delays in decision-making





# Benefits of a Cloud-Based Solution





# Benefits of Moving off Legacy to Cloud-Based

Lower Total Cost of Ownership (TCO)

Rapid Return on Investment (ROI)

Overall value-add to the business

- Turn the question from: “Can the business afford to move to the cloud?”
- To: “Can the business afford NOT to move to the cloud?”



# Client Testimonials

We knew we needed to put a strong platform in place for both internal and external reporting. It was clear that we had outgrown QuickBooks and needed a far more robust and flexible financial system to handle multi-entity companies and intercompany reporting.

**Angel Shindledecker** – Controller, Verisma

I sleep better at night knowing that invoices are going out, collections are coming in and there are checks and balances in the system. I feel confident about our processes, thanks to Sage Intacct and the support that Armanino continues to provide.

**Angel Lange**, VP of Finance – Agiloft

As we look to begin operating as a public company in the second half of this year, I'm grateful that we were able to quickly and effectively implement a more robust ERP solution.

**Edward Carr** - CAO, Dianthus



# Scaling and Future-Proofing



TOUCH OF MODERN

Scaled from \$6 million to \$150 million **without adding any AP resources**

UPTAKE™

Saved 600+ hours a year and eliminated 2 days off their month-end financial close process

splice

They were able to close the books almost **40% faster every month**

ZOLA

400% more productive, and kept AP staff at 2 instead of expanding

ImaginAb

Eliminated 1,750 Hours a Year and the need to hire additional headcount

FUNDBOX

Eliminated **one full month** of payment operations workload across the teams annually



# Giveaway!

Three randomly picked attendees will win one of the following:

- \$25 Amazon Gift Card
- Weighted Blanket
- Yeti Cooler





Thank you for attending  
**Additional Questions?**

Reach out to us!

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