



INTEGRATION WITH CRUCIAL FRONT-END APPLICATION STREAMLINES PROCESSES



A Client relies on an industry specific front-end application where the publisher restricted access so data could not be extracted causing duplicate data entry and delayed billing.

Executive Summary

Client's Challenge:

To replace duplicate data entry processes and provide platform for growth. The Client's environment consisted of:

- A legacy industry specific on-premise front-end system which was crucial to its operations and could not be replaced.
- The front-end system historically had been unable to have data extracted from it.
- All orders were printed from the legacy system and manually entered into the ERP (Quickbooks) for billing and accounting.
- This duplicate data entry consumed all of the staff's time and resulted in delays and errors.
- If the legacy system could be integrated, the client was interested in upgrading its ERP to Sage Intacct.

- Staff was relieved of manual, duplicate data entry tasks which management then used available time to focus on analysis which was previously not possible.
- Automation created allows for significant growth without additional resources needed.

Roghnu's Solutions:

Access the data in the legacy front-end solution. Once achieved, integrated the front-end system with Sage Intacct. Roghnu:

- Successfully accessed the data held in the legacy on-premise application.
- Developed a middleware application that successfully transforms data from the front-end and integrated into an ERP.
- Implemented Sage Intacct to replace Quickbooks. Orders are processed automatically into Sage Intacct for invoicing.

Impact on Client's Business:

- Applications were successfully implemented allowing for automatic and seamless transaction processing.

Case Study

Client's Challenge:

To replace duplicate data entry processes and provide platform for growth.

The Client required the use of a specialized front-end industry specific application. This application was needed to capture all order data. However, the application was an older application so the Client has been unable to successfully access the tables and data inside the system. As such, the Client would print out all order detail and enter it into Quickbooks. This caused duplicate and manual data capture that consumed all of the accountant's time. Additionally, the Client was interested in exploring upgrading to Sage Intacct as they had outgrown Quickbooks. There was a caveat that the Client would only be interested in Sage Intacct if Roghnu could prove that we could integrate the front-end application with Sage Intacct.

Roghnu's Solutions:

Access the data in the legacy front-end solution. Once achieved, integrated the front-end system with Sage Intacct.

Roghnu was able to gain access to the legacy application's data. Once the application could be accessed, we built middleware to extract the data from the front-end application and transform it into a format that could be integrated with Sage Intacct. Orders were now processed daily through the middleware eliminating the need to enter the data again into the ERP.

Once the middleware was completed, the Client purchased Sage Intacct and Roghnu completed a successful implementation. The end product automated the order capture process and upgraded the Client's ERP which provided much greater scalability.

Impact on Client's Business:

The Client was extremely pleased with the end result and was surprised the total cost was much lower than anticipated. The accountant now has time to focus on much more analytical work which is driving more value to the Company. The Client also has significant room for growth with its current processes and staffing. The combination of Roghnu's Enterprise Data Solutions (middleware) and its Sage Intacct offering proved to be the perfect solution for the Client and a combination of offering that not all service providers could offer.

About Roghnu

Roghnu delivers business and technology consulting and enterprise cloud solutions. We focus on solving YOUR company's pain points through automation of business processes. We do this by having professional personnel who bring years of consulting experiences from the Big 4 to boutique consulting firms helping start-ups to Fortune 500 enterprises. We focus on pragmatic approaches and proven enterprise solutions. Our proven solutions include delivering **Business and Technology Consulting Services** to better understand, solve, and plan roadmaps for success, our own **Enterprise Data Solutions** including a cloud-based data warehouse and application portal, **Salesforce** implementation and technical services consulting and **Sage Intacct ERP** and integration services (including Salesforce.com and experience with a myriad of other applications).

Who are Roghnu's Clients?

Our typical customer is a growing company with \$2 to \$50 million in revenue and 25 to 400 employees. These companies usually see the greatest ROI as their processes are often not refined and have trouble scaling. However, our clients also include both smaller start-up companies to multi-billion dollar public companies. It all depends on the problems that need to be solved and our expertise and proven ability to help.

Why We Do What We Do?

We pride ourselves on delivering true, measurable business value to our clients. Our team has years of experience working in IT and business further supporting a consultative service that ensures projects are delivered on budget and with an impressive ROI. We have a passion for customer satisfaction and are dedicated to delivering dependable and reliable solutions that exceed client expectations.

Contact Roghnu today to talk about how we can achieve real results together.

www.roghnu.com

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