

# PCF Saves Thousands by Making the Switch to Sage Intacct

PCF



# Challenges

Publishers Circulation Fulfillment, PCF, is a Logistics Service Provider with over 40 years of experience that is focused on last-mile delivery in the Northeast region of the United States. Some of their customers include The Wall Street Journal, The New York Times, and Bloomberg Businessweek. Gerard Hosza is the Director of Accounting and Financial Reporting with over 20 years of experience at PCF.

## Company Overview

Publishers Circulation Fulfillment, PCF, provides distribution services and logistics software for various publishers.

PCF was using an on-premise SAP accounting software that was antiquated and lacked the ongoing support from SAP. As a result, they had to continually pay for internal software support and every time they needed to make just a minor change, there were significant outside consultant fees. In addition, PCF had difficulty with processing transactions and had to export their data to Excel for reporting and analysis. They lacked financial insight and spent most of their time importing, exporting and editing in Excel, rather than analyzing the data and the trends.

*“We needed to make a change to a system that could allow us to do things more cost-effectively and in a more timely manner without a lot of extra cost.”*

*-Jerry Hosza, PCF Director of Accounting and Financial Reporting*

PCF wanted an accounting solution that was in the cloud and would reduce their costs. Sage Intacct achieved both of those goals and more.



# Results

“I would estimate our cost savings at a few hundred thousand dollars a year in switching from SAP to Sage Intacct,” Hosza said. PCF reduced and repurposed headcount after implementing Sage Intacct with CompuData. Also, because Intacct is so easy to use and update, they have not needed an outside consultant. Intacct updates every quarter automatically without charge.

In addition to saving several hundred thousand dollars a year, PCF has automated a lot of manual processes so they can run faster and have deeper insights that enable them to make informed decisions.

1. Client billing and AR processing time has been cut by 50% and invoices are sent out a day earlier.
2. Financial reporting is now 15% to 20% faster.
3. PCF reduced its transaction processing time by 20%.

As a result, the accounting and finance team can now focus on report analytics, financial trends, and providing the executive team with financial recommendations that help the company grow, scale and become more profitable.

“Now we have data in real-time at our fingertips, so we can focus our efforts on analyzing that data and making more accurate forecasts for the next month or even the next year,” said Hosza.

## Experience with CompuData

PCF chose CompuData based on their knowledge, expertise and how easy it was to work with their staff. “CompuData had the knowledge that we were looking for that could implement a financial program with the least amount of worry and cost ... it worked out very well,” Hosza said. CompuData has over a decade of experience implementing Sage Intacct.

### Executive Summary

#### Previous Software:

- SAP

#### Results with Sage Intacct:

- Saved \$200,000 + per year
- Reduced billing and AR processing time by 50%
- Achieved 15% to 20% faster monthly financial reporting
- Reduced transaction processing time by 20%



# About CompuData

CompuData is a Woman Owned Business Technology Company and Partner for Cloud Hosting, ERP Solutions, IT Security and Managed IT Services. With nearly five decades as a business technology innovator, CompuData offers an unparalleled spectrum of Accounting Financial Software and IT Solutions that are fundamental to business operational growth, efficiency and profitability. Everything we do is built around two-way collaboration with our customers. Our team takes a proactive and strategic approach to solving customer problems and creating solutions that will improve business processes and operations. Our people, technologies, and customers - Work Smarter...Together.

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