

Customer Story

Infinity Growth Solutions

Professional Services

Express Info gives Infinity Growth Solutions a scalable solution worth smiling about



Infinity Growth Solutions

Executive Summary

In order for Infinity Growth Solutions to help its client scale and grow their operations, it needed to replace its aging, on-premises accounting application with a decidedly modern tool.

Results with Sage Intacct

- Intercompany transactions can be accomplished easily within the flow of work
- Professional partner streamlined implementation and provides strategic insights
- Number of monthly journal entries cut by 34%.
- Consolidated financial reporting saves hours of staff time
- Adding new entities is fast and simple
- Automated report generation and sharing keeps stakeholders informed

Infinity Growth Solutions (IGS) provides accounting infrastructure solutions for dental service organizations, allowing those organizations to focus their internal resources on building, growing—and for many of them—ultimately selling their practices. When your job is to provide professional accounting solutions to dozens of companies, not just any accounting application will do. IGS needs a scalable, powerful, flexible financial management solution—and one with a stellar reputation. Sage Intacct was the perfect choice.

An ideal platform for growth

For IGS, precision and access to timely information are paramount. As guardians of its clients' financial foundations, the company sought a solution to enhance its efficiency, particularly surrounding financial reporting.

Previously, the company relied on a patchwork of basic accounting systems and manual processes. Consolidated reporting was a cumbersome, time-consuming, and sometimes error-prone task. With clients of various sizes, across multiple regions, and with different objectives, IGS needed an integrated solution to simplify the complex web of financial data its team dealt with daily.

Myles Davis, President and CEO of IGS, describes IGS's business model as a bit like a family office in that it focuses on driving revenue growth and appreciation for a core group of entities—the dental groups it partners with. "For most of our clients, a capital exit is their goal. We work with them to standardize, modernize, and improve their accounting tools and practices so they are more appealing—and more valuable—to a capital partner. Sage Intacct is the ideal platform to help IGS help our clients."

Not only does Sage Intacct help IGS make its clients' practices more marketable, but it also makes IGS itself more marketable. "When we meet with potential clients and I show them the reports and dashboards available in Sage Intacct, they're always impressed," Myles says. "Very few applications have the reporting flexibility and real-time insights that Sage Intacct offers."

“During my career, I’ve seen firsthand the difference a capable partner makes, and Express Info is much more than capable.”

Myles Davis, President and CEO, Infinity Growth Solutions

Secure and accessible

IGS implemented Sage Intacct five years ago. “I was working as the CFO for a dental group that was starting to acquire other companies. We were using Microsoft Dynamics, hosted on our in-house server. Our company was hit with a ransomware attack that effectively took us out of commission for three months and cost us a lot of money. We decided it was time to move to a more secure and accessible cloud-based financial management application. Our search led us to a local business partner, Express Info, and they introduced us to Sage Intacct.”

Myles says he appreciates the continuity and cohesiveness of Express Info’s services. “We worked with the same team from our early sales meetings through the implementation. Too often, there’s a disconnect between the sales and implementation teams, but with Express Info, everyone focuses on the project.”

Lean and efficient operations

IGS runs a lean operation with only five professionals on its finance team. The team can accomplish so much partly because of the automated workflows in Sage Intacct. For example, intercompany transactions in its previous software required a time-consuming process of logging in and out of each company to enter the balancing transactions. In Sage Intacct, that’s no longer necessary, saving tremendous staff time, minimizing the possibility of data entry errors, and freeing IGS’s team for more value-added tasks.

There is also an option to create reporting groups to streamline the generation of packages of reports. IGS uses this feature to its best advantage, creating a reporting group for each client’s statements and broader reporting groups that combine data from sets of companies it monitors together. “We can even automate the delivery of those reports to the various stakeholders, both within our company and to our clients,” Myles says.

In addition, Sage Intacct integrates with a wide range of third-party applications, such as accounts payable automation solutions. “Some of our clients are already using these, like Bill.com,” explains Myles. “It’s very convenient that they can continue to use those applications on their end to handle the approvals, for example, while we take it from there.” An advantage of leveraging those applications is that a Sage Intacct user license is not required, minimizing the cost for IGS. “Express Info refers to Sage Intacct as a full-stack platform, and we would agree,” Myles adds.

The value of partnership

After five years of success with Sage Intacct, Myles says his team continues to value their relationship with Express Info. “We’ve mastered the day-to-day use of Sage Intacct, but whenever we need to make a change to our processes or are considering a change to our overall strategy, we always consult with Express Info,” he concludes. “They are a great partner filled with smart and strategic ideas. During my career, I’ve seen firsthand the difference a capable partner makes, and Express Info is much more than capable.”

About Express Info

Express Info provides premier accounting and financial management software with a local, San Antonio approach. Our greatest strengths are creating solutions to intricate problems and resolving concerns efficiently for our diverse industry clientele which includes manufacturing and distribution, healthcare, nonprofits, hospitality, construction, real estate, and more.

We take pride in helping small and mid-sized businesses reach beyond their potential, a dedication to detail that has earned the trust of over 600 companies’ accounting and financial software needs. Nothing makes us happier than seeing our customers succeed and knowing we played a part in their triumphs.