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Beyond Words

AccountMate®

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Global Industrial Services & Logistics Company Leverages AccountMate Hosted Deployment to Control Costs

PETALUMA, CA--(Marketwire - Jun 5, 2012) - Utilizing AccountMate Software's hosted financial management solution, Valley Group, Inc. reduced its annual cost of ownership by 15%. Valley Group, Inc., based in Fishersville, Virginia, is a global company offering a full suite of services encompassing the transportation, installation and maintenance of industrial, plant and power assets. Valley Group provides a full array of regional industrial services to its Mid-Atlantic customer base as well as national and international industrial asset installation, transportation and relocation.

From individual machines and assets to entire plants, and from intra-plant and intra-state moves to inter-country anywhere in the world, Valley Group manages projects on a turn-key basis.

To handle its accounting requirements, Valley Group selected AccountMate SQL software system in 2006 due to its scalability, customization capabilities and ease of integration with vertical application solutions. The company was completely satisfied with AccountMate's performance during this time. As business dynamics changed, Valley Group wanted to focus on their core business rather than be bogged down with data center overhead and management.

The costs involved with managing IT in-house varied month-to-month. Handling on-going data back-up, storage and maintenance plus other unplanned network issues was time consuming, frustrating and inefficient.

To solve these on-going IT constraints, Valley Group leveraged their original investment and implemented AccountMate Hosted deployment for SQL for an efficient, cost-saving option.

"The decision was a no-brainer for our company," explains Britt Becker, Valley Group Chief Financial Officer. "By leveraging our original investment with AccountMate, we switched to the cloud, which significantly improved in-house performance and saved thousands of dollars annually."

By subscribing to AccountMate Hosted, Valley Group retained their AccountMate registered license ownership and eliminated ongoing overhead incurred with conventional local software installations such as maintaining servers and housing them securely.

Since maintenance and software updates are included in the monthly subscription, Valley Group doesn't have to worry about budgeting for unscheduled program updates. They have a recurring monthly expense, which is budget-friendly, satisfying their bottom line and maintenance fee.

AccountMate's Hosted protection solution provides safe, frequent and effective storing with a reliable, automated backup and recovery system. With the help of Kerr Consulting, Valley Group dismantled their in-house network on Friday night and had AccountMate Hosted completely operational on the following Monday without any network performance glitches or downtime.

AccountMate's award-winning program design lends itself beautifully to integration with third party applications. ISYS JobCost seamlessly integrates directly with AccountMate Hosted deployment in real-time, providing the tools needed by management to achieve maximum productivity and profitability on their jobs or projects.

"Previously, Kerr Consulting had customized JobCost to fit our specific business needs," explains Becker. After migrating to AccountMate Hosted, all existing modifications were easily transferred without any additional changes or updates to the source code.

Since skilled technicians monitor network performance 24 hours per day, 365 days per year to ensure that networks operate at peak efficiency, Valley Group employees noticed a significant improvement in system performance, efficiency and functionality immediately.

After working with Kerr Consulting, the migration to AccountMate Hosted was seamless and Valley Group employees could instantly access accurate and real-time information about their jobs without any system glitches. With AccountMate Hosted, Valley Group no longer manages, monitors or provides ongoing system maintenance and can focus on their core business anywhere in the world while reducing their IT expenses.

About AccountMate

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is available for local installation, remote hosted or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at www.accountmate.com.

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