

# Tomorrow's Guides Leverages Integration to Drive Operational Efficiency



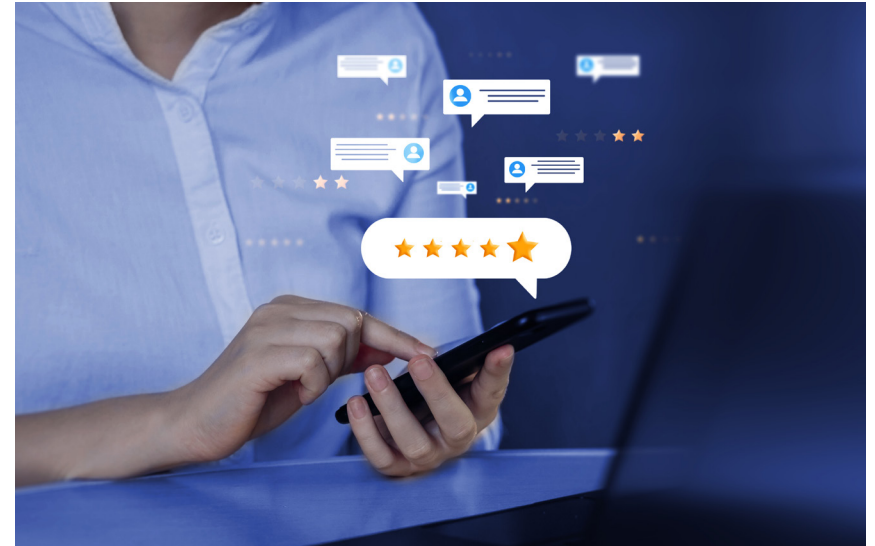
This leading website publisher and software reviewer used The Saltbox Platform to seamlessly connect GoCardless and Sage Intacct.



## About

Located in the historic market town of Hungerford, Berkshire, England, [Tomorrow's Guides](#) is a leading website publisher and marketing and reviews software as a service (SaaS) provider for the care home, home care, and nursery sectors.

Tomorrow's Guides is a provider of [carehome.co.uk](#), [homecare.co.uk](#), and [daynurseries.co.uk](#), and is one of the largest advertising and review platforms for care institutions in the United Kingdom.



**Similar to how TripAdvisor works for hotels and restaurants, families search for a care provider and then have the opportunity to leave a review of the care provided.**

Tomorrow's Guides migrated from Sage 50 to Sage Intacct shortly after Chloe Watkins joined the company as finance manager. Sage 50 is reliable accounting software, but Sage Intacct is a modern, cloud-native financial management powerhouse.

Automated accounting, real-time SaaS metrics, and deep financial insights are just a few reasons Sage Intacct is consistently voted the #1 business-to-business (B2B) subscription billing software on G2, a third-party software review site.

# A Lost Connection

Although Tomorrow's Guides outgrew Sage 50, the legacy software offered a significant benefit: An out-of-the-box integration with GoCardless, a direct debit platform the company relied on to collect monthly payments from advertisers.

*"With GoCardless, a customer receives a mandate that gives us permission to take a direct debit from their bank account", Chloe explains. "It creates the payments against the invoice, and that payment is collected over a certain period of time".*

Despite Sage Intacct's open application programming interface (API) that enables seamless connections with an ever-growing list of critical applications, GoCardless wasn't on the list. And with 76% of Tomorrow's Guides customers using direct debit, losing the GoCardless integration was problematic.

Managing the payment process manually gave room for potential duplicate data entry, opened the door to mistakes, and increased the time needed from the finance team. Tomorrow's Guides needed a trusted partner and an integration platform to connect Sage Intacct and GoCardless as soon as possible.



# The Power of iPaaS

Sage recommended Vision33, a multi-award-winning Sage Intacct Partner and Sage Platinum Club member. Vision33's certified consultants know Sage Intacct inside and out and are committed to helping customers get more value from the software.

The Saltbox Platform, Vision33's exclusive cloud-based integration platform as a service (iPaaS) solution, was the perfect remedy to Tomorrow's Guides's Sage Intacct-GoCardless integration challenge.

Vision33 developed Saltbox to empower companies of any size to integrate disconnected business systems and automate processes. By empowering customers to do more with their existing technology investments, the enterprise-class iPaaS solution helps customers get more value from them.

*"We have a huge volume of invoices", Chloe says. "Having to manually create a subscription for every customer, for every invoice, would have been far too time-consuming. I wanted to automate the process as much as possible".*

# A Strong Middleman

Thanks to Saltbox, GoCardless's integration with Sage Intacct is more robust and efficient than its previous integration with Sage 50.

*"We were able to put more functionality into Saltbox", Chloe says. "We did extensive work around the workflows to ensure the payments being created were based on the start and end dates of the subscription, and that's automatically created through Saltbox".*

With just a few clicks, new customers are created in GoCardless, invoices are posted, payments are created, and the payments flow directly into Sage Intacct once collected by GoCardless.

*"With Saltbox, we don't have to input any information", Chloe says. "It's just the middleman that sends everything through. We don't have to worry about doing individual little bits. We do two things, and that's it".*

With Tomorrow's Guides's Sage Intacct-GoCardless integration running smoothly, Chloe and her team focus on reporting, analysis, cash flow, and quickly resolving invoice queries.

*"We have a lot more time to do the important things", Chloe notes. "We can make sure things are running how they should, and nothing is swept under the rug".*






## A Helping Hand

The right technology partner doesn't just take the time to understand a customer's business and implement a solution—they provide caring, ongoing support.

Chloe notes the attentiveness and responsiveness of the Vision33 team and the importance of continued support.

*"When you're building new integrations, you don't always know how it's going to work in real life", Chloe says. "There are always things along the way that need a little change here and there. That's why I'm so grateful for Vision33's aftercare. Those little tweaks or quick changes to a workflow mean we can continue smoothly with business".*



Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox and iDocuments.

*For more information about Vision33, visit [www.vision33.co.uk](http://www.vision33.co.uk)*

**Contact your nearest Vision33 sales office to discuss how we can help transform your business.**

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