A Clear Picture: **i3Works Gains Project Margin Visibility With Sage Intacct**

Sage

Vision33

About

Innovative, inspirational, and immediate are the three I's in *i3Works Ltd.*

Based in Bristol, United Kingdom, the trusted management consultancy provides solutions for the defence, nuclear, public, information technology, and infrastructure sectors.

Since 2014, i3Works has worked as a consultancy but operated as a community to deliver business transformation, digital services, and project, program, and portfolio management.

i3Works is part of the i3Group consulting firms that includes *i3Secure* and *i3NetZero.* The innovative group of companies maintains ongoing agile collaborations with its clients and partners to deliver secure and sustainable outcomes.

A Lack of Visibility

When Steven Christie joined i3Works as the finance business manager in 2022, his colleagues were considering new accounting software.

The consultancy had been running Sage 50 for 7 years, and the outdated system couldn't support i3Works's growth.

"The reporting was awful", Steven says. "Downloading reports, structuring reports, everything was inefficient".

Sage 50's user interface wasn't intuitive, and the system didn't provide much-needed visibility. For example, Steven and his team could apply revenue—but not costs—to projects.

"We couldn't easily produce and analyse project profitability", Steven explains. "What were the big earners? What were the lowest earners? We just couldn't tell".

The accounting team used spreadsheets for rough calculations of project margins as a workaround—but the consultancy wanted everything to be system-driven with a single, reliable source of truth.

Future-Proofing the Organisation

Steven championed the search for modern, cloud-native accounting software. The team evaluated several solutions, including Sage Intacct.

"Our people were used to Sage, so it made sense to stick with Sage rather than switch to something like Oracle", Steven notes. *"Sage Intacct was the best system to future-proof the organisation".*

Sage Intacct is a financial management powerhouse built by accountants for accountants. It offers sophisticated but easy-to-use functionality, automates critical accounting processes, and provides unparalleled visibility for better, faster decisions.

The Right-Sized Partner With Unmatched Experience

Organisations implementing Sage Intacct need a trusted partner, and i3Works found that partner in Vision33.

Vision33 is an award-winning Sage Intacct partner and a Sage Partner Platinum Club member. With hundreds of successful Sage Intacct implementations, Vision33's trained, certified consultants know Sage Intacct inside and out and have specialised insight to help organisations transform accounting frustrations into success and strategic growth.
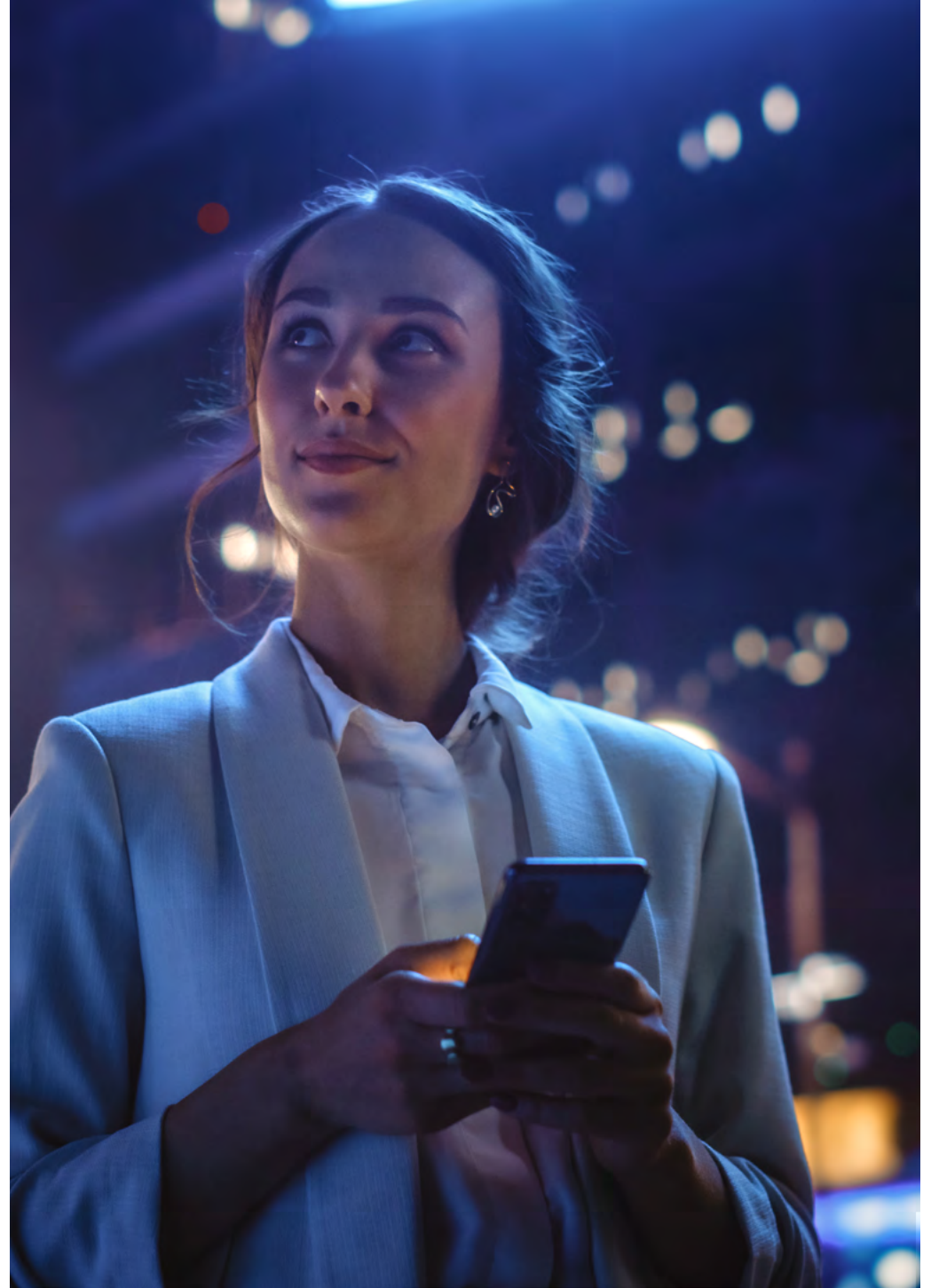
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We spoke with three companies, and Vision33 came out on top", Steven says. "I got on really well with a sales representative, and I established rapport with our dedicated delivery manager, who is a great technical resource and a former accountant. Vision33 isn't a one-man band, and I felt confident going with them".

Smooth Implementation

Steven has been an accountant for over 12 years and worked in the motor, gas, and food industries before joining i3Works.

"I've used plenty of systems in my career, and this Sage Intacct project is one of the most successful implementations I've ever been involved with", he says. "Every question was answered quickly, and anything we needed to go over was gone over".
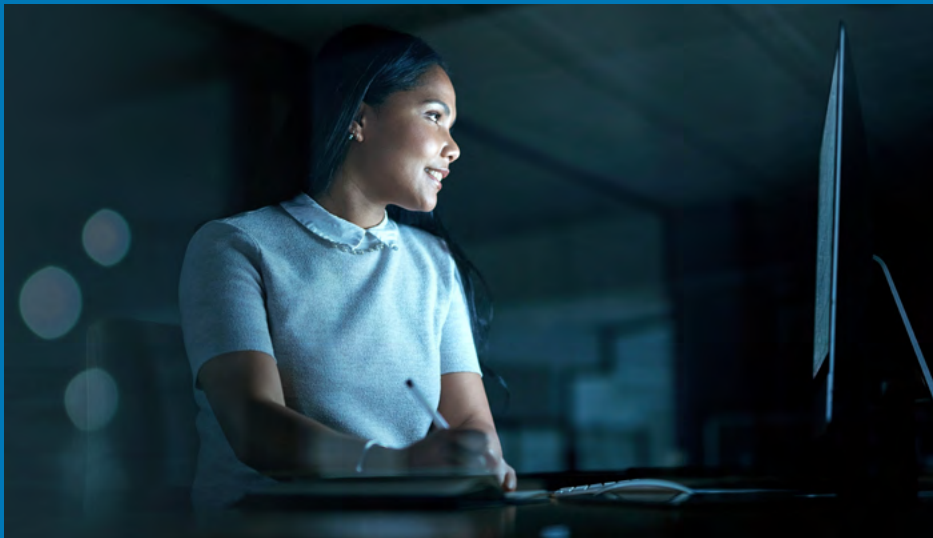
Simplicity and Visibility

Steven and his team are enjoying Sage Intacct's simplicity and the many benefits of a robust financial management solution.

All the consultancy's finance data is in one place and trusted; for example, it's easy to see how much is being spent on employees doing recruitment and training. In addition, journal posting is easier because journals can be duplicated rather than recreated.

And project margins are no longer a guessing game.

"Sage Intacct has given us more visibility, granularity, and better answers", Steven says. "We can now easily present project profitability to our board".

An Integrated Future

i3Works is in an exciting growth phase, and Sage Intacct's scalability and seamless integration with other mission-critical applications will support that growth.

The consultancy plans to integrate timesheet and HR systems with Sage Intacct using The Saltbox Platform, Vision33's exclusive cloud-based integration platform as a service (iPaaS) solution. Saltbox delivers unrivalled connectivity and control and increases the ROI of existing technology investments.

Vision33 will remain a steadfast partner to help i3Works get more value out of Sage Intacct.

"The partnership between i3Works and Vision33 is good and healthy", Steven concludes. "We're really happy working with Vision33".

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 (saltbox.io) and iDocuments (idocuments.io).

*For more information about Vision33, visit **www.vision33.co.uk***

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