SUCCESS STORIES

Acumatica and Crestwood Provide Total Accounting Upgrade, Changing Lives

Crestwood Associates



"We interviewed a lot of companies. Crestwood was far above the best. They listened to what we needed and didn't try to over-sell us, or overengineer a solution. They understood our needs right away."

- Jody Palmier
AP/Payroll

The Challenge

Access Healthcare LLC, headquartered in New Jersey, was founded by two nurses with firsthand experience as agency (travel) nurses. Their mission is to transform the staffing industry into a true partnership, where healthcare professionals work together. As a Minority Designated Firm, the company takes pride in its extensive reach, serving clients in 48 out of the 50 states. With a triple Joint Commission Certification and the prestigious ranking of the number three Fastest Growing Agency by Staffing Industry Analysts (SIA) in 2023, Access Healthcare stands as a testament to our commitment to excellence. With 250 of the company's 300 employees traveling healthcare professionals, there is a lot to juggle at the head office.

The company was using QuickBooks to manage a high volume of invoices and receivables for the hundreds of traveling health care professionals around the country. The hard working and dedicated team realized they'd outgrown the system when they got to the point of sending out 500 invoices a week, with 60-day terms. Jody reports, "It was slowing everything down. It was time for a change. We just literally outgrew it."

LOCATION

Nationwide | HQ New Jersey

APPLICATION REPLACED

QuickBooks

SOLUTION

Acumatica

The Solution

While many companies came in pitching expensive solutions, those provided far more than what Access Healthcare Staffing needed. Crestwood was far less expensive and understood the level of support through Acumatica that would rightly serve the company.

Moving the company away from QuickBooks and into the right-sized ERP system was the ideal solution. Crestwood recommended Acumatica for its ease and functionality for the complex moving parts of the business. The Crestwood team coached Jody's staff on moving from a cash basis accounting system to accrual basis accounting.

Acumatica introduced much-needed insight to payables, charts of accounts and instant viewpoints to invoicing, receiving, scheduling and just overall improved workflow.

The Outcome

Now Jody's team can know at a moment's notice where the Company stands with cash flow and payables. They can see payments as they come in, leveraging that real-time data to monitor the general ledger. This enables them to project and forecast trends, helping them hire and staff accordingly, something the company could never do before.

The team conducts an array of accounting reports within minutes, tasks that used to take hours. They know exactly what is outstanding and can focus on collecting receivables. Navigating Acumatica has been a breeze, with its intuitive design and the support of the Crestwood team.

"Crestwood had so much patience with us. They always responded to our questions immediately, taking time to show us how to use the system. They've been wonderful," says Jody.

Key Results

- Data input time reduced by 50%
- Increased insight to accounts receivable
- Efficiency demonstrably improved
- Ability to project and forecast trends

