



## CASE STUDY

Leading staffing and recruiting firm acquires company to enhance services and extend offerings. Enlisting the help of Maner Costerisan, AccessPoint successfully takes their disparate financial systems into the new era with a consolidated, multi-entity shared solution.

# PEO Consolidates Accounting Systems and Achieves Ultimate Success

*“I have been through other ERP implementations and this was by far the smoothest that I have ever experienced... and it is unreal how nice it is to have all of our data in one database.”*

Steve Chargo,  
VP of Finance

### THE CHALLENGE

At the time of the acquisition, both AccessPoint and Advance HR utilized Microsoft Dynamics GP, a leading mid-market ERP solution for their backoffice accounting. Each company had its own servers and its own Dynamics GP databases. Soon after acquiring Advance HR, AccessPoint quickly realized a disconnect with their financial software. It was clear that they needed to update both instances of Dynamics GP to the most current version of the software while also consolidating the separate databases and moving them onto one server. To assist with this important endeavor, AccessPoint needed the help of a Microsoft Dynamics GP Value Added Reseller (VAR).

AccessPoint had a successful long-term relationship with a local VAR, and initially intended to continue working with that same VAR. Advance HR, however, had a great relationship with a different Dynamics GP VAR, Maner Costerisan, and strongly recommended to continue the relationship with them.



Farmington Hills, MI

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For more information on Maner Costerisan or Microsoft Dynamics GP, please visit [www.manersolutions.com](http://www.manersolutions.com) or contact James Meyer at [jmeyer@manersolutions.com](mailto:jmeyer@manersolutions.com) or 517-886-9513.

## THE SOLUTION

AccessPoint decided to interview both VARs and select one to assist with the important consolidation transition of Dynamics GP. Maner Costerisan took a consultative approach to the project, taking into consideration the fact that AccessPoint and Advance HR combined had over twenty-five independent company databases. Rather than simply move those independent databases onto one server, Maner Costerisan recommended that AccessPoint consolidate the databases into one shared, multi-entity database by implementing the Binary Stream Multi-Entity Management option for Dynamics GP. By doing this, Maner Costerisan suggested they would gain better visibility into their operations with better reporting and analytics while saving considerable time by avoiding the inconvenience of having to log into and out of separate company databases.

AccessPoint decided Maner Costerisan's recommendations better aligned with their strategic plans, and selected Maner Costerisan to implement the consolidation and Dynamics GP upgrade project.

Following a short delay while AccessPoint moved into its new headquarters, the consolidation and upgrade project was launched in early 2016. Maner Costerisan completed the project on time and on budget, and AccessPoint started utilizing their new system in the summer of 2016.

## THE RESULT

"The implementation far exceeded our expectations," said Steve Chargo, AccessPoint's VP of Finance. "I have been through other ERP implementations and this was by far the smoothest that I have ever experienced. More importantly, all of our users are very pleased with the new system. The Intercompany processing works beautifully, and it is unreal how nice it is to have all of our data in one database so we can easily pull information for just one entity or for our entire organization. This project has been the **ultimate success story**."

"Working with Maner Costerisan has also been a pleasure," said Steve. "It started with the sales process where we received great advice and it continued through the implementation. The consultants were responsive and knowledgeable. They led us, but didn't dictate. They gave advice for best practices, and then we were able to make our own decisions. The consultants were also fun and personable. It was a great experience working with them."

As a result of consolidating and upgrading the Microsoft Dynamics GP systems and moving to a multi-entity, shared database, AccessPoint has gained more efficient processes and has better, more-timely information for making decisions. In addition, adding new entities is now much easier, since making the change. AccessPoint has been able to add entities and customers without increasing staff size. According to AccessPoint's VP of Finance, the efficiencies created from the updates have created value far exceeding the cost of the changes.

## MORE ABOUT ACCESSPOINT

AccessPoint is a single source for World Class-HR. AccessPoint is a Human Resources Outsourcing organization and national Professional Employer Organization. The company is an industry leader in outsourced human resources management, including staffing and recruiting, employee relations, payroll, payroll tax, benefits management, and workplace safety.

For nearly 30 years, AccessPoint has helped businesses of all sizes skillfully navigate the modern work place, introducing efficiencies and safeguards, while never forgetting the personal element which is fundamental to all business and employment relationships.