

Success Story

Stark Tech revenue grows 300% with Sage Intacct

“With Sage Intacct and the systems we’ve implemented, we can now grow and scale the company—and be efficient and effective in doing so.”

Rob Beckman

Chief Financial Officer, Stark Tech



The Challenge

Stark Tech struggled with a fragmented business and IT ecosystem based on 20 disparate systems inherited through consolidations and acquisitions. Heavy spreadsheet work and poor visibility made it difficult to operate efficiently.



The Solution

Sage Intacct supplies a single system of record supporting streamlined processes and faster, more incisive reporting. Stark Tech eliminated costly overhead of its outdated systems and can focus on value-add innovations, not manual data work.



Results with Sage Intacct

The Stark Tech finance team is equipping sales and operations with timely, accurate data that improves project delivery and customer satisfaction. The company has new flexibility and scalability for growth, and has:

- Reduced time needed for key finance tasks by 30%.
- Grew revenue 300% with 10% finance headcount increase
- Generated critical business insights with a single system of record

Sage

Company
Stark Tech

Location
New York, United States

Industry
Facilities Management

Sage Products
Sage Intacct



About Stark Tech

Stark Tech is a leading provider of turnkey solutions with master systems integration, equipment, service, and building analytics that help organizations improve energy efficiency, reduce carbon emissions, and achieve sustainability goals.



A clear need for cloud modernization

Stark Tech has grown organically and through acquisitions to become a leader in helping organizations improve energy efficiency and environmental, social, and governance (ESG) compliance. Stark Tech solutions are used in industries such as manufacturing, transportation, and telecommunications to modernize physical infrastructure, reduce greenhouse gas emissions, and strengthen sustainability.

Stark Tech had a sustainability problem of its own. The company's tech stack included disparate legacy systems inherited from roughly 20 business consolidations and acquisitions since its creation in 2013. The result was a fragmented IT landscape with inconsistent data, extensive manual data work, and heavy overhead costs.

"You don't get economies of scale when you're trying to support about 20 different systems," as Bill Knitter, Stark Tech's chief information officer, puts it. Operational efficiency, financial reporting, and business analytics suffered in the siloed on-premises environment. "Everything was heavily Excel-based, but a lot of our legacy systems you couldn't pull data out of," says Patricia Hain, SVP of integration and change management. "It was very challenging to get consistent reports because none of the data or metrics were the same."

A 'lifesaver' in visibility and efficiency

Recognizing that complexity would only increase with continued growth and acquisitions, the Buffalo-based Stark Tech turned to Sage Intacct to migrate from its outdated systems to a single core business management platform based in the cloud.

The results have been remarkable. Utilizing Sage Intacct to support accounting, financial reporting, operations, sales, inventory, manufacturing, and project management functions, Stark Tech has reduced the time needed for key finance tasks by 30%, grown revenue by 300% with just a 10% increase in finance headcount, generated critical business insights with a single system of record, and improved collaboration and process orchestration across business units.

"As a finance organization, our number one goal is to provide information to our operations and sales organizations to be as effective and efficient as they possibly can," says Rob Beckman, CFO. "Sage Intacct allows us to create management and financial reporting that does that."

As Beckman points out, Stark Tech has grown revenue and headcount 3x since late 2019, yet has needed to increase finance team size by just 10%.



“Sage Intacct is a key piece to our growth strategy as a system we can scale to meet the financial and operational needs of the entire enterprise. Now when we bring a new team or a new business into the Stark family, we have a solid platform to roll out to those businesses and really make them part of the Stark family.”

Bill Knitter

Chief Information Officer, Stark Tech

Efficiency and visibility have soared with Sage Intacct

With Sage Intacct anchoring a new shared services center, efficiency and visibility have soared in processes such as AR, AP, procurement, sales transactions, and services delivery. Hain calls Sage Intacct “a lifesaver” in terms of increased visibility and streamlined processes.

“Up to 30% of our time is saved based on having reliable information available with Sage Intacct, versus having to dig into systems and piece data together,” says Patricia. “Our focus has shifted to analysis and continuous optimization, and making sure our processes change as our business model changes.”

‘Best of both worlds’ to run the business

From the IT perspective, Bill is gratified to shift to a unified source of truth in Sage Intacct from 20 standalone systems that were costly to maintain and poorly suited for analytics, while posing complications and risk for cybersecurity.

“Sage Intacct has been a great opportunity for us to leverage a SaaS-based solution as the single source of record for our financial, customer, and operational information,” Bill says. “By replacing our legacy systems, we can focus our investment on one core platform that can support our needs not just today, but into the future.”

Bill especially appreciates the flexibility supplied by Sage Intacct’s open architecture, data extracts, frequent updates, and straightforward APIs to connect with third-party systems. Relieved of legacy systems maintenance, his IT team has newfound time to focus on innovating and optimizing across the business.

“Sage Intacct allows our IT team to focus on business intelligence, implementing new modules, and staying ahead of the curve with new features and functionality,” Bill says. “It’s the best of both worlds—we get functionality and data we can work with, without maintaining legacy infrastructure.”

An ideal platform for sustainable growth

Add-on modules to the platform, such as Sage Intacct Construction, have helped Stark Tech extend and fine-tune its environment. “The Sage Intacct Construction module has been a huge win for us since we rolled it out,” Patricia said.

“It gives us visibility and granularity for our costs, revenue, and profit margins for different projects and service agreements. It’s invaluable to our project managers and service leaders.” Insights generated through Sage Intacct ultimately percolate up to improve customer satisfaction with on-time, on-budget projects tailored to each client’s unique needs.

“Putting data from Sage Intacct into the hands of our operational and project teams is highly valuable to them, and that in turn helps our end customers gain better quality results with on-time projects and other things important to them,” Bill says. Bill believes Stark Tech has an ideal foundation to achieve its growth objectives, and to accelerate value from future acquisitions, with its upgrade to Sage Intacct.



Sage



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