

Success Story

From complex to clarity with Sage Intacct

“Sage Intacct gives us the ability to consolidate multiple entities in minutes, not days, and provides the insights and scalability we need to support growth across Australia and New Zealand.”

Sonia Cordero

CFO, The Walshe Group



The Walshe Group implements Sage Intacct

The Walshe Group is a leading provider of tourism representation services, working with airlines and destinations to connect travellers with global experiences. Operating across Australia and New Zealand, the organisation manages multiple entities, clients and divisions within a complex business structure.

The organisation embarked on a modernisation program designed to integrate financial management with disparate operating systems favoured by global vendors and suppliers. Moving to Sage Intacct has unified financial management, streamlined consolidations and enabled faster, better-informed decisions.



Results with Sage Intacct:

- Consolidation process across multiple systems and entities reduced from days to minutes
- Seamless multi-currency management across AUD, NZD and Yen
- Integrated analytics and dashboards replacing manual reporting
- New, efficient processes and workflows implemented, finance staff redeployed
- Improved audit process with secure remote access for auditors
- Positioned for future integrations and growth

**The
WALSHE
GROUP.**

About The Walshe Group

The Walshe Group provides professional representation services for leading airlines and destinations across Australia and New Zealand. With decades of experience and deep industry knowledge, services are designed to grow market share, strengthen brand presence and deliver exceptional outcomes for clients in the travel and tourism industry, helping them maximise revenue and yield growth in Australia and New Zealand.

Sage

Company

The Walshe Group

Location

Australia & New Zealand

Industry

Tourism

Solution

Sage Intacct

Partner

Leverage Technologies



Limitations of legacy systems

After nearly 50 years of continuous operation, The Walshe Group has grown to become a highly respected travel specialist. With clients spanning airlines and destinations, The Walshe Group had structured its operations into multiple entities that each ran its own database and reporting system.

The legacy finance system and other disparate tools were stretched to breaking point. Consolidating financials across entities required manual workarounds and three different levels of consolidation, which created unsustainable demands on the finance team.

The catalyst for change

While the COVID-19 pandemic heavily impacted the travel sector, The Walshe Group utilised the forced downtime to modernise its business and systems with a view to the future.

Working closely with multi-vendor partner Leverage Technologies to look at various options and scope out the upgrade project, they decided that Sage Intacct was the ideal solution to simplify their tech stack and improve their ability to manage, consolidate and report.

No one left behind

The Walshe Group ensured that no team member was left behind during the transformation process. People we involved from the very beginning of the project, they had input to changing processes and workflows and ultimately, they all supported the implementation of Sage Intacct and embraced the change as a positive move for the future.

Sage Intacct stacks up across the board

The Walshe Group has some complexity around operations given different airline and destination partners use their own operating systems which have unique entities and databases. Sage Intacct is a cloud-native platform designed for easy consolidation across multiple entities and currencies, ideal for a travel specialist such as The Walshe Group.

With powerful out-of-the-box reporting and analytics, and integration capabilities with a range of existing operating tools, Sage Intacct helped simplify current operations and set The Walshe Group up for the future.



“Sage Intacct is not just a finance system, it’s a platform for growth. We’ve already seen the return on investment, and we’re confident the system will continue to deliver as our business evolves and grows”.

Sonia Cordero
CFO of The Walshe Group.

A strong local partner delivers

Leverage Technologies has worked closely with The Walshe Group for more than three years, from scoping to implementing to supporting to enhancing their Sage Intacct solution. Over that time, they have provided expert guidance and built immense trust, remaining involved in troubleshooting and scenario planning to help the organisation maximise its investment in Sage Intacct.

Consolidation in minutes, not days

Prior to Sage Intacct, consolidating multiple entities was a slow, manual process that failed to provide the right level of insight. With Sage Intacct, consolidations can be completed in minutes.

This efficiency, and the enhanced functionality of Sage Intacct reporting dimensions, allows The Walshe Group finance team to slice, dice and analyse data in new ways. It has also enabled the business to redeploy finance staff from manual reporting and reconciliations to higher-value activities.

Improved audit experience

External auditors can securely log in remotely, providing direct access to the data they need. Audit preparation time has been significantly reduced, and auditors have found the availability and quality of data to be of the highest standard to complete their important work.

Supporting strong growth

Tourism has recovered strongly since the pandemic, and The Walshe Group is consistently managing greater volumes of work from expanded partnerships and organic growth.

Sage Intacct supports this growth, handling more transactions without requiring additional headcount. Dashboards provide management and the board with real-time insights to help the organisation adapt quickly in a fast-changing market.

Ready for whatever comes next

Sage Intacct has now been in place for a few years, and during this time it has helped reshape finance roles within the organisation and delivered a strong ROI.

With an adaptable and agile platform to build upon, The Walshe Group continues to expand reporting capabilities, prepare for further integrations and undertake more scenario planning to ensure the organisation remains resilient and prepared for anything the future may bring.



“Our partnership with Leverage Technologies has been built over a number of years, and during this time we have established a lot of trust. The team at Leverage has helped us work through a lot of complex challenges, providing ongoing responsive support and guiding us as we plan for our future technology requirements.”

Sonia Cordero
CFO, The Walshe Group

Travelling well with Leverage Technologies

Leverage Technologies is a highly awarded provider of ERP advice, implementation and support. Since 2005, Leverage Technologies has been helping Australian businesses effectively leverage the latest technology to deliver better outcomes. As experts in consulting, implementation, integrations and support, Leverage Technologies is skilled in delivering cloud-first deployments built on leading technology platforms.

A privately-owned Australian business, Leverage Technologies understands the needs of customers across a wide range of industries and brings the perfect combination of technical expertise and a commitment to build long-lasting customer relationships to every engagement.

Leverage Technologies works closely with world-class technology vendors and is proud to be a Sage Platinum Partner. The company is widely praised by customers including The Walshe Group for developing scalable solutions that help streamline processes and reduce costs.

“Our ongoing work with The Walshe Group exemplifies our approach to simplifying the complex and providing solutions that are customised to meet the needs of individual clients. In this case, we enabled efficient consolidations across systems and entities and made it easier to manage transactions in multiple currencies”, said Pierre Fourie, Sage General Manager at Leverage Technologies.



Sage



© 2025 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners.