



# ACC ACCOUNTING SOLUTIONS



## ACCUTEST LABORATORIES

### COMPANY PROFILE

Type of Business  
Environmental Testing

Headquarters  
Dayton, NJ

Other Information  
4 Locations  
340 Employees  
\$50 Million Annual Revenue  
Established in 1956

### SYSTEM PROFILE

#### Sage MAS 90

- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Purchasing
- Payroll Processing
- FRx Financial Reports

## CUSTOMER SUCCESS STORY

# Accutest Laboratories Tests the Waters with Sage MAS 90

Accutest Laboratories has been in business for over 50 years and has become the third largest provider of environmental testing in the United States. Established in 1956, they deliver a full range of water, soil and air testing services to industrial, engineering/consulting and government clients. Headquartered in New Jersey, Accutest relies on 340 employees and over 110 thousand square feet of laboratory space across four locations to deliver exceptional services to a broad range of customers including many Fortune 500 companies.



### Testing the Waters

Accutest has been a long-time user of Sage MAS 90. According to Vince Russo, CFO, "We've been running MAS 90 since 1986 and it has worked beautifully for us." On a daily basis, Vince relies on MAS 90 to manage accounts payable, streamline receivables, process payroll for over 340 employees and generate detailed reports from the general ledger that provide a financial snapshot of the 4 operating companies that fall under his management.

### A New Element in the Mix

Having built an outstanding reputation for exceptional quality and customer service, Accutest developed a growth strategy that would allow them to expand their footprint in the environmental testing industry and ensure long-term success of the business. Vince explains, "We felt that we were at a point of considerable opportunity in our

industry and wanted to take our business to the next level by expanding our presence and market leadership." In 2007, Accutest proudly announced a new partnership with a capital investment firm that shared their vision for growth.

### Great Chemistry with ACC Accounting Solutions

As a privately-held, independent company, Accutest used a modified cash basis of accounting. However with the new capital investment came a new corporate form and a change to the accrual basis of accounting. According to Vince, "We had to make some changes and reengineer the way we were using MAS 90 in order to support the new reporting and internal control requirements."

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## *“Preparing Consolidated Financial Statements Used to Take Four Days. Now it Takes One!”*

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**- Vince Russo, CFO  
Accutest Laboratories**

Accutest immediately turned to their existing technology partner and MAS 90 provider ACC Accounting Solutions. Vince says, “We’ve worked with ACC for over 15 years and our experience with them has been fantastic. Their consultants are responsive, diligent in their follow up, really care about the success of our business, and do an outstanding job of keeping our MAS 90 accounting system up and running reliably.” He adds, “I had no doubt that they would provide a quick and simple solution to help us get through the transition to an accrual basis.”

### The Results are Positive

ACC immediately went to work on the chart of accounts structure, leveraging the flexibility of MAS 90 to better support consolidated financial statements for the 4 operating entities. Vince states, “The changes that ACC implemented has put me in a position to better leverage the powerful reporting tools of MAS 90. I used to export data from the system and consolidate the financials in Excel which typically took me 4 days. Now I can run consolidated reports straight out of MAS 90 and it only takes me 1 day. I push a button and it’s done!” He adds, “Pulling data directly from the system also offers

better internal control, accuracy, and piece of mind.”

In addition to improvements in reporting, accounts receivable had to be customized to meet unique billing requirements. According to Vince, “Because of the nature of our business, we rely on a custom aging system and report that ACC built that allows us to look back 1 year.” ACC also enhanced the MAS 90 payroll system to account for special 401K reporting requirements. As Vince puts it, “I can’t overstate the importance of how reliable our MAS 90 payroll system is. If I can’t get checks out on-time to our 340 employees, there is going to be a problem.”

### A Clean Report

Vince closes in saying, “ACC did a fabulous job of keeping our system up and running during the transition because we couldn’t afford to stop doing business. The changes they implemented have made my life a lot easier. The way we were using MAS 90 before was like driving a Ferrari in first gear. Now we have a full range of gears and can leverage the power of MAS 90 to take our business to the next level.”

### About ACC Accounting Solutions

ACC is one of America's premiere sources of Sage MAS 500, Sage MAS 200, Sage MAS 90, and FRx software training and support. We are the Largest Authorized Training Center of FRx Software teaching in 13 major cities nationwide.

For more information, contact us at [info@4acc.com](mailto:info@4acc.com) or visit our website at [www.4acc.com](http://www.4acc.com)

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