

Case Study

CUSTOMER: L&L Management Services

INDUSTRY: Association Management Company

COMPANY: 20 - 30 employees

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“With IntelAccount we have the control and flexibility to support our growth and our client’s different business requirements.”

*Linda Scher, President
L&L Management Services*

Web-based A/P service improves profitability for multi-unit businesses

The Challenges

Managing multiple business units demands efficient processes and cost-saving technology. L&L Management Services Inc., an association management company, handles everything from administration, finance and membership, to meeting and tradeshow management. Providing exceptional service and saving clients money is central to L&L’s business philosophy and success in its industry.

The Journey

As L&L has grown, so has the complexity and cost of paying bills and managing expense reports for the multiple associations it represents. Linda Scher, president of L&L, keeps a constant eye out for the latest technology to increase efficiency and improve service. Scher learned about IntelAccount, a provider of Web-based accounts payable (A/P) processing and document management services. IntelAccount’s services would automate L&L’s entire A/P process and provide 24/7 access to A/P documents giving L&L the online tools it needed to easily manage A/P processing and documents for all its association clients.

“Accounts payable is a huge hidden cost in every company. This cost can be significantly reduced and the process improved almost overnight,” explained David Crane, CEO and founder of IntelAccount. “A/P automation technology is too expensive for most companies to purchase and maintain. IntelAccount makes this technology affordable and accessible to any size organization.” IntelAccount’s electronic payment services eliminated L&L’s internal accounts payable and check processing costs resulting in improved cash flow

management. In addition, mountains of paper have been virtually eliminated and Scher is pleased that L&L could “go green” using IntelAccount’s paperless system.

The Results

L&L’s invoices are sent directly to IntelAccount where A/P professionals scan and enter data into a secure, proprietary system designed specifically for small and medium size businesses. Invoices are automatically routed to authorized approvers who can log on 24/7, from anywhere in the world to review and approve items for payment - eliminating postage, courier and long distance charges. “With IntelAccount’s web-based approval system, our staff can review and approve invoices faster than ever, even when traveling internationally,” Scher said. Once invoices are approved, IntelAccount pays the bills.

QUICK FACTS

- Invoices are digitally stored so they are secure, confidential and available in seconds from any computer.
- Clients save up to 70% compared to internal A/P costs.

“IntelAccount has saved us money by eliminating the need for additional accounts payable employees and by reducing our copying and storage expenses. The IntelAccount system was so easy, our staff learned to use it in less than 20 minutes,” Scher explained. “Now we spend much less time managing payables; allowing us to focus on serving our clients.” While IntelAccount manages the A/P process from start to finish, L&L retains total control of invoice processing and payment decisions.