



Case Study

IoT Creators, Asavie, Use **AccountsIQ** to Support Period of Growth

As the Internet of Things (IoT) booms, the requirement for Irish-based connectivity provider Asavie gained demand. The Internet of Things is the next wave of internet evolution; IoT systems facilitate the remote control of electronic devices across a secure exchange.

Asavie provides highly-secure middleware which enables the growing numbers of IoT devices in use to connect with the Cloud. At this time, the opportunity in the telecoms sector alone fuelled a year-on-year growth rate which, at its peak, consistently topped 100%. As the business developed further revenue streams and began working in multiple currencies, its accounting needs became more complex.



AccountsIQ solves so many problems for businesses like ours; it can be configured to tackle quite complex accounting issues but without the overheads and ongoing costs associated with some of the vendors at the higher end of the market.

Emma Whelan, Financial Controller, Asavie



Key Objectives

- Simple consolidation
- Business Intelligence
- Integration capability
- Handling of multiple currencies
- Workflow approval technology

Key Benefits

- Streamlined processes
- Advanced business intelligence, reporting and consolidation
- Automated expense management
- Easy system integration

Outgrowing Sage

Having outgrown an early iteration of Sage, Asavie's accounts team led the way in finding a new business system which would tick boxes on consolidation; currency handling; Fixed Assets and workflow. Financial Controller Emma Whelan began the search which included more recent versions of Sage and FinancialForce. Describing her reaction to proposals from both vendors Emma said, "Neither product was comparable to AccountslQ from a performance or price perspective. We didn't need the likes of SAP or Oracle but we have some fairly complex accounting needs. AccountslQ fits us perfectly."

A "Successful & Collaborative" Relationship

In 2016, Emma began to work with the support team at AccountslQ to plan the implementation which addressed needs in the short, medium and longer term. This plan still evolves today and is proactively evaluated by AccountslQ's Customer

Success team on a two-weekly basis as the software is continuously tuned to meet changing needs.

She says, "The best thing about AccountslQ is the successful and collaborative relationship we have with the support team; we have completed a number of projects with them and they never seem to tire of listening to us and working with us to adapt the software for our own and for every other user's benefit. It almost feels like we are all part of the same development team."

She adds, "Having qualified accountants at the end of AccountslQ's support line is priceless; they instantly understand the accounting problems we are trying to solve and this allows us to arrive at a technical solution quickly."

Improving functionality across the business

Other projects on which Emma has worked closely with the support team have included an integration with Concur's

automated expense management and processing system; and the introduction of AccountslQ's Purchase Order Approval which uses workflow technology to enable more efficient processes, engaging budget holders across the business.

Future plans include integrating AccountslQ with the business's preferred BI reporting app which will create a seamless data exchange between the accounts and the management reporting pack in a format which is already familiar to the business.



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Designed for the Cloud, AccountslQ is unique in providing Accounting, Consolidation and Business Intelligence in one powerful solution. The online accounting platform is delivered as a fully hosted Software-as-a-Service offering which cuts costs, informs better decision-making and boosts productivity.

**Get in touch to discuss your
Cloud accounting needs:**

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