

ICBA Constructs a Stronger Financial Future With Sage Intacct

Sage Tech Partner

Sage Business Partner




Vision33



About

The Independent Contractors and Businesses Association (ICBA) was founded in 1975 by a group of entrepreneurs committed to creating a fair and open construction industry in British Columbia.

Today, ICBA is Canada's largest construction association and a leading advocate for the open shop construction industry in British Columbia and Alberta.

ICBA serves over 6,000 members and clients, provides group health and retirement benefit plans for more than 300,000 Canadians, and trains over 6,000 Canadians each year.

Behind the scenes, ICBA is a diverse set of businesses. Alongside its non-profit association, its entities include a benefits trust, an Alberta association, a benefits administration company, a majority-owned software company, and a charitable foundation. Additionally, ICBA's finance team provides full cycle accounting for seven partner organizations.

Hitting a Breaking Point With On-Premises Software

ICBA ran Sage 300, a comprehensive mid-market accounting solution from one of the world's largest, most trusted software companies.

"Sage 300 did us well for almost 20 years," says David Gaskin, ICBA's CFO. "We just outgrew it. We hit a breaking point. We were also very reliant on a third party for many things, like changing reports."

David explains that the only way to tag data in Sage 300 was through a GL account, and it was difficult to track the margins for ICBA's many regions and insurance plans.

"Our chart of accounts was massive," David continues. "We had so many different companies in the system and each had its own chart of accounts. We wanted to clean that up."

Every time ICBA added a new insurance plan, a block of GLs with suffixes had to be added. Not only was this an unnatural way to run a report, but the manual effort was unwieldy.

Additionally, ICBA hosted Sage 300 on premises, which meant managing a server and deciding when to implement disruptive updates.

"Sage 300 was clunky," says Jessica Lin, ICBA's senior accountant. "We had to connect to a VPN, and there were a lot of specific windows we had to click through to get certain information. It wasn't very user-friendly."





Modernizing Finance With the Right Technology and Partner

Ready to move to the cloud and modernize finance, ICBA evaluated three modern solutions: Sage Intacct, Oracle NetSuite, and Microsoft Dynamics 365 Business Central.

NetSuite was off the table when ICBA reviewed its pricing. Then ICBA met with Microsoft to examine Dynamics 365 Business Central, and with Vision33 to explore Sage Intacct.

“Microsoft Dynamics 365 Business Central was a full ERP solution,” David notes. “What we really needed was a specialized financial management solution.”

Sage Intacct’s role-based dashboards, customizable reporting, and drill-down capabilities won ICBA over—as did Vision33’s presentation.

“You have the system and you have the support, and the support between the two companies was very different,” David explains. “Vision33 sent someone from their Toronto office to our first Sage Intacct demo. I thought that was symbolic of a good commitment.”

Jessica adds, ***“Vision33’s support team definitely made a difference. We found them very easy to work with.”***

Vision33 is a trusted global Sage Intacct partner whose certified consultants include chartered professional accountants. The company implements, supports, and integrates Sage Intacct, empowering organizations to do more in finance.



Gaining Real-Time Insights and Greater Efficiency

Since going live with Sage Intacct, ICBA has achieved significant operational and financial improvements.

Sage Intacct's real-time reporting and interactive dashboards provide instant visibility into performance and help ICBA analyze data from every angle.

"What I love about Sage Intacct is how easy it is to see the story behind something," David says. "Just a click on a number takes you to the history or transaction. We couldn't do that in Sage 300."

ICBA hosts several events and provides training and wellness programs for construction employees.

David explains that Sage Intacct makes it easy to pull margin reports and present information in an aesthetically pleasing way, instead of providing a detailed P&L statement: *"The dashboards have performance cards with green and red indicators to easily focus attention, and I can leverage these in discussions with the leadership team."*

Jessica appreciates Sage Intacct's streamlined approvals that automatically route transactions to the right people.

"The built-in approval process is a huge step up," Jessica shares. "We've moved away from the multiple emails seeking approval. It's greatly sped up our operational efficiency."

With Sage Intacct, ICBA has also gained AP automation and the ability to manage multiple budgets.

"It's not that I want multiple budgets," David laughs. "But we can use that as a forecast. We can look at, 'Here's what we've done so far at the end of this month, and here's what that is YTD against budget,' and we can have a forecast as a field going forward."

Additionally, migrating from Sage 300 to Sage Intacct was the ideal opportunity to simplify and modernize ICBA's chart of accounts, replacing complex, overgrown account structures with Sage Intacct's flexible dimensional reporting.

And thanks to Sage Intacct's automatic quarterly updates, ICBA's finance team always has the latest innovations, functionality, and security enhancements—hassle-free.



A photograph of two construction workers on a construction site. One worker is standing, wearing a yellow hard hat and a high-visibility vest, looking towards the camera. The other worker is kneeling, also wearing a yellow hard hat and a high-visibility vest, working on a grid of rebar. The background shows a large-scale construction project with many vertical rebar columns.

Building on a Scalable Foundation

ICBA continues to help builders, contractors, and tradespeople grow their businesses, strengthen their teams, and shape the future of construction in British Columbia and Alberta.

With Sage Intacct, ICBA's finance team spends less time managing manual processes and more time analyzing data, identifying opportunities, and supporting strategic decisions.

Combined with Vision33's expertise and ongoing support, ICBA has the tools and confidence to simplify operations, improve efficiency, and build on its success for years to come.

Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 400 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether it's a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox and Lumiya.

*For more information about Vision33, visit **www.vision33.com**.*

Ready to transform your business?

Contact award-winning partner Vision33:

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