

Partners in Growth

One of the fastest growing CPA firms in the Midwest, Abdo, Eick & Meyers is a 160-person firm in Minnesota that specializes in a variety of industries, including government, real estate and construction, manufacturing, and professional services. The firm was established in 1963 and today is ranked as a “Top 25 Accounting Firm” by Minneapolis/St. Paul Business Journal.

The Challenge

In the midst of an impressive growth trajectory, leadership at Abdo, Eick & Meyers found that their outsourced IT service providers were unable to handle the firm’s pace of change. Addressing concerns about the cumbersome user experience for the firm’s growing team in the field became a top priority. In addition, with their outsourced IT services, getting new employees up and running on their systems would take two weeks. According to Chief Operating Officer Jana Cinnamon, the firm wanted to create a seamless “work anytime-anywhere” environment, as well as the ability to deploy new users quickly and easily.

The Solution

In 2016, Abdo, Eick & Meyers began working with Xcentric/Right Networks and, as Jana noted the firm “found a technology partner that looks towards the future, evolving and growing right alongside us.”

Abdo, Eick & Meyers

Jana Cinnamon, COO



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The Results

According to Jana, the process of onboarding their new employees is now incredibly quick and easy in the cloud environment. “What used to take at least two weeks is now accomplished in less than a day.” She also notes the convenience of not being beholden to a computer. “If someone forgets to bring their laptop to work, or if a computer is experiencing issues, the office manager can easily provide the employee with an extra computer. Then the employee simply logs in with their credentials and there is virtually no down-time.”

To learn how Right Networks can support your growth plans, **call 866.923.6874 ext. 2** or visit us at www.rightnetworks.com.

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The most impressive change the firm has experienced has been in the field. “Now when our accountants are working onsite at a client, the experience is overwhelmingly smooth and efficient – a dramatic shift from their prior remote experiences.”

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The team also has great confidence in the cloud security provided by Right Networks. “I had the opportunity to tour Right Networks’ data centers and there is really no comparison to what we had previously. Right Networks also has the resources to properly execute all security measures and best practices.”

The relationship with the Right Networks team has been extremely collaborative, according to Jana. “We can go to our account team at Right Networks at any time, with any question, and they are extremely responsive and helpful. Even if they don’t have a readily available answer to a question, they always work with us to find the best resolution.”

Working with Right Networks to solve their technology issues has played a key role in supporting Abdo, Eick & Meyers’ growth and expansion into additional practice areas. As Jana notes, “We’ve added Outsourced Human Resources, a Lean Six Sigma Process Improvement Consultancy, and an Advisory Branch. It’s gratifying to know that we can drive this kind of aggressive growth with a technology partner that always says ‘yes, let’s make it happen’.”



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