

Empowering Clients

For Denise Bailey, staying on top of the latest accounting technologies is a critical component of her job – and one that she's extremely passionate about. Denise serves as accounting systems consulting practice leader for Elliott Davis, one of the top forty accounting, tax, and consulting services firms in the country. She and her team of advisors are charged with helping clients across a variety of industries improve the implementation of new technology, work smarter with the resources they currently have, and improve processes in their accounting and related departments.

When evaluating new technologies, Denise puts a premium on security, customer service, and a flexible integrations environment, all of which she found with Right Networks, Elliott Davis' accounting platform of choice since 2015.

The Challenge

Elliott Davis was seeking a platform that could provide an easier way to access their clients' accounting systems. While they use a variety of ERP systems, a heavy concentration of Elliott Davis clients use Intuit products. A majority are QuickBooks Desktop Enterprise users who require a more robust system than QuickBooks Online can offer but still want that anytime/anywhere access.

Their clients also wanted to streamline operations and were looking to outsource the hosting of their accounting systems and related applications as an alternative to hiring someone full-time internally or contracting a CIO. Security was perhaps the biggest priority for their clients, with most seeking to reduce downtime while avoiding the risk of files not getting backed up regularly.

Elliott Davis

Denise Bailey, Principal



Finding a solution that could meet the needs of clients of varying sizes and industries was Denise's challenge.

“Right Networks has allowed us to empower our clients to easily access data and reports, while building on the third-party applications that will help them grow and manage their business.”

The Solution

With Right Networks, Denise found a platform that gives clients the power of QuickBooks Desktop Enterprise with the anytime/anywhere access they want and the security they need. From Fortune 100 companies to angel-backed startups, Elliott Davis clients benefit from streamlined workflows, connected collaboration, and an ecosystem of 250+ accounting applications.

To learn more about how Right Networks can connect you to your clients, contact Sales at **1-888-210-0237**

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The Results

“As we assume an increased advisory role, Right Networks has allowed us to empower our clients to easily access data and reports, while building on the third-party applications that will help them grow and manage their business,” says Denise.

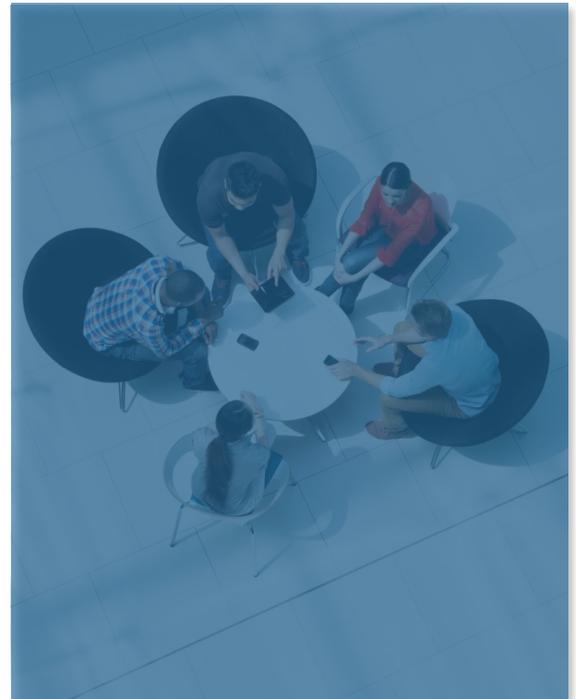
“In terms of onboarding, sometimes a new team member might think there will be a big learning curve and they’ll need a formal training session, but I just tell them give me five minutes and you’ll be up to speed!”

With Right Networks’ top-tier data centers and dedicated security team, Denise and her team have experienced no security issues and Elliott Davis clients have confidence that their data is protected.

She also notes that the Right Networks team has a very smooth onboarding process. “In terms of onboarding, sometimes a new team member might think there will be a big learning curve and they’ll need a formal training session, but I just tell them give me five minutes and you’ll be up to speed!”

Denise also appreciates how the Right Networks customer support team is always willing to accommodate Elliott Davis’ changing needs. “We’ll have tweaks here and there that we need to make and the Right Networks team is always responsive and willing to assist, so we’re continuously changing and improving how we work together.”

Denise and her team of advisors help their clients overcome challenges so they can operate more smoothly, efficiently, and securely. Right Networks was the right solution not only for her clients but also for the Elliott Davis team.



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