

Growing Without Restraints: Black Gold Medical's Seismic Shift From Sage 50 to Sage Intacct



Sage Tech Partner

Sage Business Partner

About

[Black Gold Medical](#) provides paramedical and safety services to industrial clients across Western Canada. Founded in 2006, the Calgary, Alberta-based company supports projects in remote and often challenging environments where clients require qualified paramedical personnel who can reliably and knowledgeably integrate into field operations to meet regulatory compliance and on-the-job real-world requirements.

"We're extraordinarily specialised," explains Bridget Currier, Black Gold Medical's general manager. *"The areas we send our medics to are very remote and quite varied topographical terrain. We train medics to operate a snowmobile or side-by-side (UTV) to reach patients who can't be reached by anything else. We train them on how to load the equipment onto trailers and haul it out to the middle of nowhere."* The training focuses on safety for the medics operating the equipment as well as for any workers they attend to on a job site.

Black Gold Medical serves all of Canada's western provinces and supports seismic exploration projects and remote construction of energy projects, including oil, gas, wind, and solar. *"Our medics can be in work camps,"* Bridget says. *"They're sometimes in small towns working out of a hotel, having to drive over 100 km in winter conditions to get to the work site. The equipment and training that goes into a job is quite extensive."*



Operating in a highly regulated industry with various compliance verifications requires the right technology, which is why Black Gold Medical switched from Sage 50 to Sage Intacct.

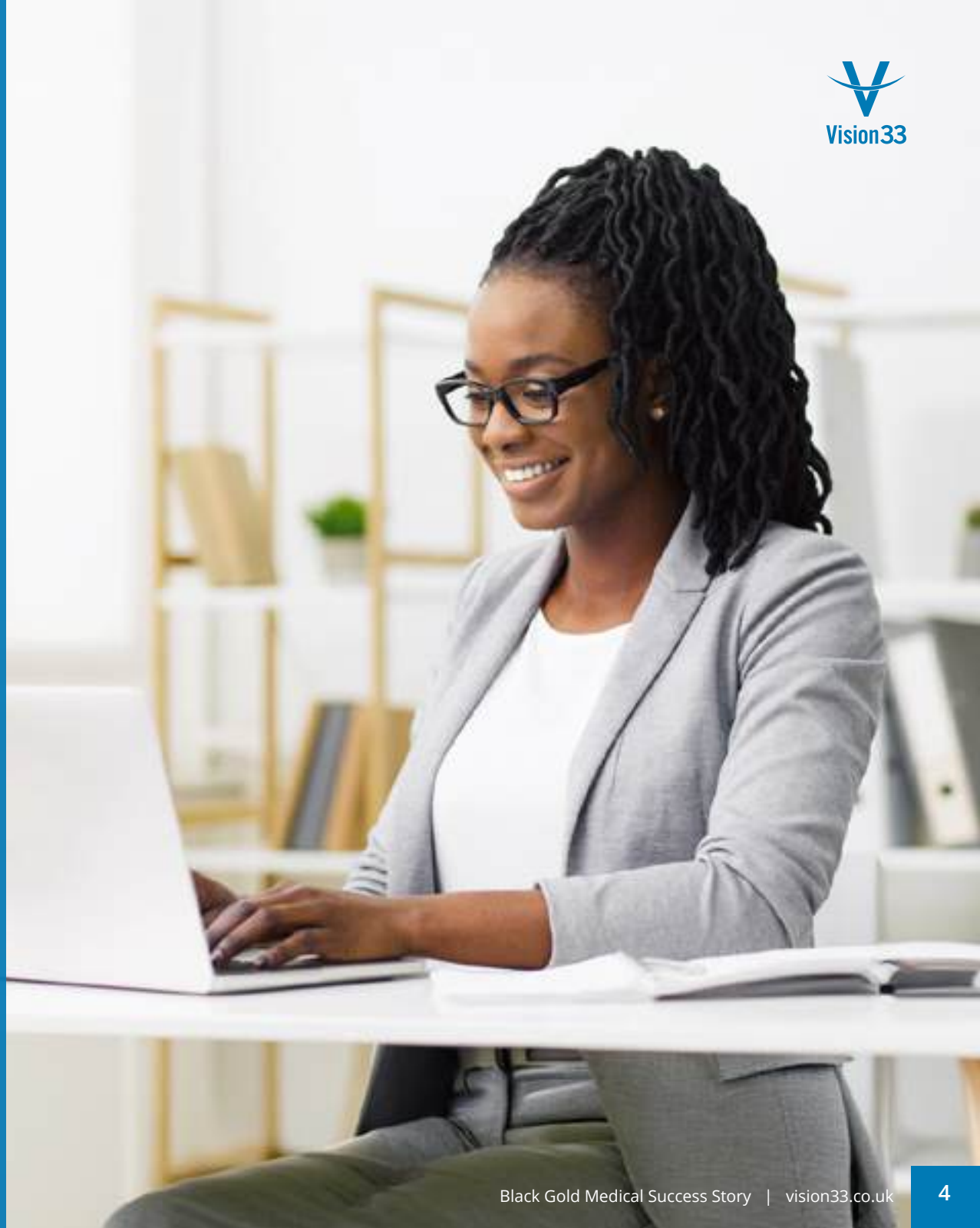


From Mom-and-Pop Operations to Blue-Chip Requirements

Sage 50 worked well for Black Gold Medical when the company was more of a “mom-and-pop” business with the same medics returning every year, and training and compliance requirements weren’t as extensive.

But when a recession hit, many oil and gas companies merged, and Black Gold Medical was working for major blue-chip companies with stringent reporting requirements.

“Sage 50 is legacy software designed by accountants to be a desktop system for accountants,” Bridget notes. “As the business leaders, we needed more business data alongside the accounting data. Sage 50 wasn’t delivering that.”



Designed by Accountants, Built for Stakeholder Decisions

Black Gold Medical evaluated a handful of new solutions, including Oracle NetSuite and Microsoft Dynamics 365 Business Central, but ultimately chose Sage Intacct, the cloud-native financial management solution endorsed by the American Institute of Certified Public Accountants.

“Like Sage 50, Sage Intacct was designed by accountants for accountants, but with the clear understanding that it has to be easy for business stakeholders to make business decisions,” Bridget says. “It also has the modularity and API functionality that allows businesses to bring in the components that make sense to them.”

Another critical selling point was that Sage Intacct’s online platform allows web forms to drive data into the system through an approval process. For example, a field medic enters inventory, billable equipment, and time and expenses without the need for duplicate data entry in the office.



A woman with dark curly hair, wearing a striped shirt and a brown cardigan, is holding a tablet. A man with dark hair and a beard, wearing a blue shirt, is standing behind her, looking at the tablet. They are both smiling and appear to be in a collaborative work environment.

Confidence Built on Industry Expertise and Technical Chops

"We began conversations about implementation directly with Sage," Bridget says. "But once they qualified our business needs, they brought in a consultant from Vision33. I was greatly impressed by his knowledge of the platform. His overall technical knowledge gave me a lot of confidence that Vision33 had seen cases like our business before and had the technical chops to address it."

Proudly headquartered in Canada, Vision33 has been a trusted global Sage Intacct partner for over 20 years. The company's certified Sage Intacct consultants include chartered professional accountants who know the software inside and out.

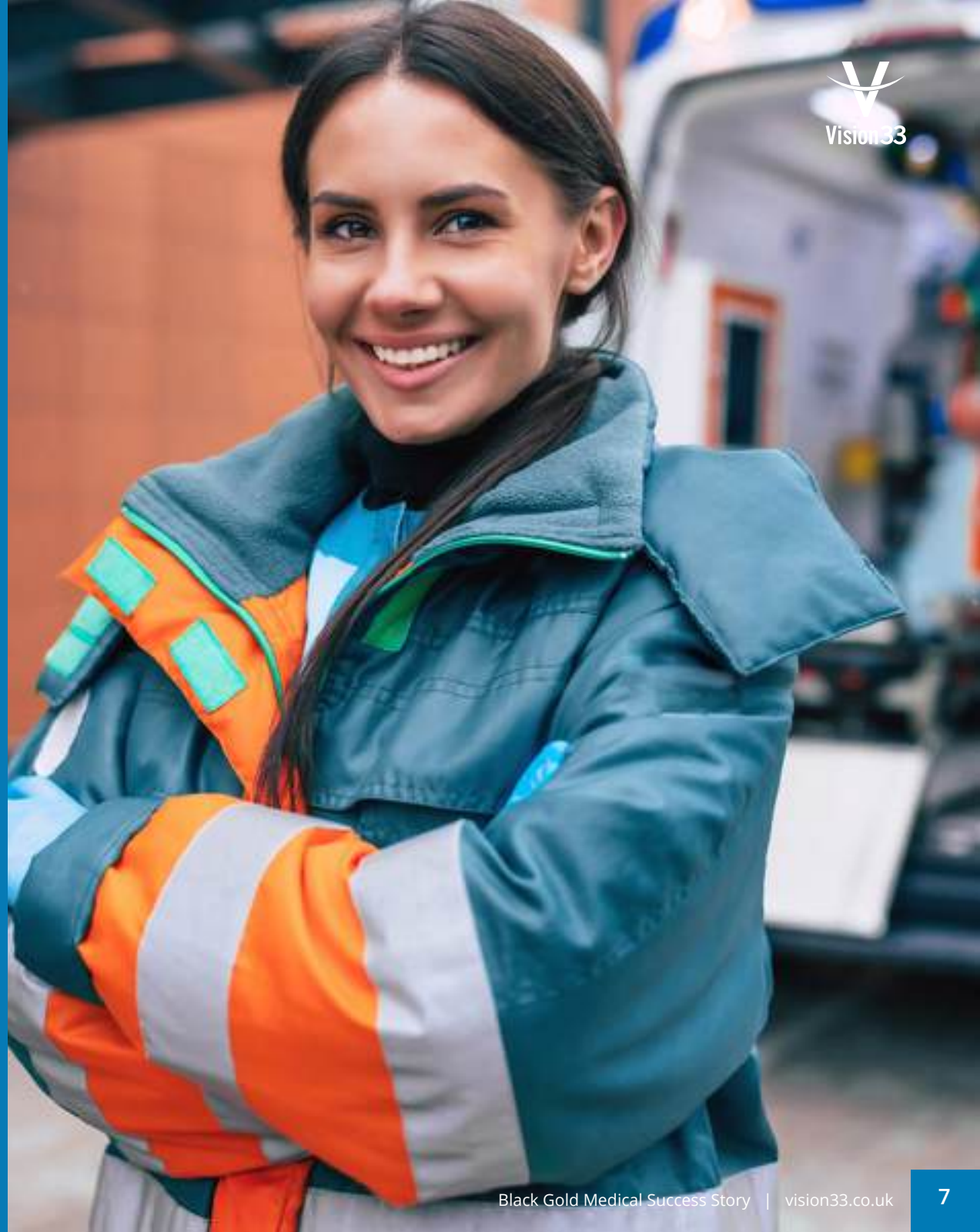
A Journey of Continuous Innovation

While the core features of Sage Intacct are quick to implement, Black Gold Medical has taken a measured approach.

"We got really excited really quickly and said, 'We'll take everything'," Bridget laughs. "But implementation is less of a destination and more of a journey. We're continuously implementing because we're still reviewing and adding modules and features, and we're doing it at a pace and scale that works for us."

Black Gold Medical sells more services than products, but the company uses many items that have expiry dates, which are required to be included in field equipment.

"So, we have Sage Intacct's inventory control module," Bridget says. "I need assurance that if a medic uses a bottle of saline, I'll get a trigger to restock that saline for the medic going out to that job for shift relief."



Black Gold Medical also chose the Sage Intacct Professional Services Automation (PSA) module, which includes AI-powered resource management, advanced project management, and strategic capacity planning.

Bridget also decided to move to ADP for payroll. She explains that Black Gold Medical's Sage 50 software was integrated with Ceridian, a legacy payroll system, and that while Ceridian couldn't integrate with Sage Intacct, ADP does so easily.

Implementing additional modules highlighted the importance of having a trusted partner at the table.

"We had to make adjustments to some of our internal processes and decide where the point of truth is for any of these modules or systems," Bridget explains. "Vision33 helped us by saying, 'Look, if you're going to be using a lot of different modules, the input point should be Sage Intacct. That way, the data will flow into the other modules, and you won't be waiting for it to come from ADP before it goes into PSA, or you're not waiting for it in PSA before it goes into ADP. Sage Intacct is the central point.' That was a really good learning point from Vision33."



The Benefits of Turning Data Into Action

The ability to send customised information to any audience is a significant benefit for Bridget and her team.

"We have templates built into Sage Intacct," she says. "If I'm sending invoices out, I can customise templates for different groups of clients. I can customise them right down to a project for a client. I can customise a template for communicating with my team."

Black Gold Medical has two entities, and the ability to manage the inter-entity connection in Sage Intacct is advantageous. One entity sells to the other, and Sage Intacct's multi-entity reporting functionality ensures the transactions are as they should be.

Sage Intacct's robust reporting and dashboards provide real-time visibility into business performance.

"The confidence of having that information at our fingertips and being able to provide it to the stakeholders is very important," Bridget says. *"If our president asks me to send him information, I can send it as a PDF, a spreadsheet, or however he wants to see it."*

Sage Intacct even helps Black Gold Medical's clients as they do daily costing in the field. Every worker submits a daily labour, equipment, and materials (LEM) ticket that shows the client how much that worker costs them.

"Some of the work sites have eight workers, some have 600," Bridget says. *"The clients do that costing for every worker every day, so that process needs to be super-efficient for us and for them."*





A Future-Ready Foundation for Growth

As Black Gold Medical continues its Sage Intacct and digital transformation journey, Vision33 will remain a steadfast partner.

"They're awesome people, my kind of people," Bridget says. "They're available and easy to talk to. They do a good job understanding our business constraints, which is primarily time. And it was fantastic meeting a lot of the Vision33 team at Sage Future, Sage's annual customer and partner event."

Black Gold Medical's future includes pushing forward with additional data integration so the company can better report to its clients. Bridget is eyeing additional AI integration opportunities and cites the importance of Sage being at the forefront of financial AI.

"Sage Intacct is future-proof," Bridget concludes. "There are so many opportunities for us to grow into it. There are no constraints. We're not going to max out like we did in Sage 50. We can refine in Sage Intacct for ages."

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.co.uk**.*

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