

From QuickBooks to Sage Intacct: DSC Solutions Gains a Financial Foundation for Growth



Sage Tech Partner

Sage Business Partner



About

Headquartered in Lancaster, Pennsylvania, DSC Solutions is a leading provider of integrated facility services for commercial, government, healthcare, education, manufacturing, and industrial organisations throughout the Mid-Atlantic and Northeastern United States.

The company delivers a comprehensive range of services, including janitorial, exterior maintenance, and mechanical, electrical, and plumbing (MEP) services—helping customers maintain safe, efficient, and high-performing facilities.

What began as a business with just two employees and one client has grown into an organisation of over 600 team members maintaining millions of square feet of facilities every day. DSC Solutions combines disciplined processes with innovative technology, including AI-assisted scheduling and real-time quality inspections, to improve operational efficiency, reduce costs, and deliver measurable results.





Growing Beyond the Limits of QuickBooks

DSC Solutions has grown significantly in a short time and is eyeing additional growth opportunities.

"We're always looking to acquire other similar janitorial companies," says Evan Phelan, DSC Solutions's director of finance. "We want to acquire companies that fill different niches within the service industry, whether that be landscaping, HVAC, plumbing, or any other type of building or property services. We're trying to expand our expertise in those areas, as well as our footprint."

DSC Solutions's current portfolio includes three additional, separate entities: Select Building Services, Clean Energy Property Maintenance, and Brandywine Maintenance Company. Additionally, DSC Management Company is a private equity operation that houses the management, payroll, and administrative expenses for buildings.

A fast-growing, multi-entity organisation needs a modern, robust financial management solution to automate complex accounting processes and provide visibility and control.



QuickBooks Online, DSC Solutions's legacy application, wasn't up to the task.

"QuickBooks was good for certain things," Evan explains. "But all the separate files we had to manage became cumbersome. The monthly subscription cost was getting up there too."

Evan and his small finance team couldn't easily create dashboards, customise reports, or identify and analyse trends. Multi-entity management was tedious, and there wasn't much of an audit trail.

Intercompany accounting—a critical function for DSC Solutions—was an especially heavy lift in QuickBooks.

"If we wanted to do an intercompany entry, we had to do a couple entries in one file, log out, switch to the other file, and do those same entries," Evan says. "It was very manual. For example, if one entity was paying a bill that had some expenses for another entity on it, it would get very messy and it was so time-consuming for us every month."





Choosing a Financial System Built for Growth

With more exciting growth on the horizon, DSC Solutions needed a specialised financial management solution that would allow the company to confidently scale.

"We had our eyes on Sage Intacct from the get-go," Evan shares. ***"We did look at other options, but we knew Sage Intacct was the best of the best and would be a great fit for us."***

Trusted by over 30,000 high-performance finance teams, Sage Intacct is the cloud-native financial management

solution with AI purpose-built for finance. Designed by accountants for accountants, Sage Intacct is the first and only financial management solution endorsed by the AICPA.

DSC Solutions chose Sage Intacct for its AP approval structures, internal controls, customisation options, role-based dashboards, and powerful reporting—an area where Sage Intacct outshines the competition.

"With our growth, we need that reporting," Evan notes. ***"We're seeking financing. We need our financials and books in order and to be able to report on that robustly and accurately for private equity firms and banks to understand the reports and see we're a profitable business. That's a huge step up for us."***

Partnering With Sage Intacct Experts

Because the right software is only part of the equation, DSC Solutions needed a trusted partner to implement and support Sage Intacct.

While researching consultants and obtaining quotes, Evan received a serendipitous cold call from a Vision33 representative.

"The people I talked to at Vision33 were very thorough and knowledgeable," Evan says. "They were very efficient and showed us a lot of care. Also, other consultants had variable pricing and would charge more for certain things, whereas Vision33 offered fixed pricing. We liked that and their diligence."

As an award-winning Sage Intacct partner with over 20 years of experience, Vision33 helps organisations transform financial management with Sage Intacct. From implementation and training to ongoing support, Vision33 helped ensure DSC Solutions had the foundation needed to support continued expansion.

Simplifying, Automating, and Gaining Visibility

After an on-time, on-budget Sage Intacct implementation, Evan and his team began enjoying the significant advantages of the financial management powerhouse.

The most immediate benefit was Sage Intacct's location reporting, which allows Evan and his team to record the revenue for the hundreds of customer locations DSC Solutions serves. Expenses related to those locations are also recorded each month. All location names and IDs are mirrored in Sage Intacct and DSC Solutions's payroll provider.

With this location reporting, DSC Solutions can quickly see profitability by location and tackle any issues with overstaffing or capping hours for employees.

"The reports are easy to look at and format," Evan says. "We can drill down into data. We have a lot more visibility and we're able to make decisions a lot quicker and more efficiently."

Sage Intacct simplifies multi-entity financial management by automating consolidations and intercompany accounting—a key benefit for DSC Solutions.

"We have bills where we have a line item for one entity and a line item for another entity," Evan explains. "The one entity pays it, and it automatically creates that payable and receivable on the books for us, which is huge because we have a lot of grouped expenses that flow through, whether it's suppliers or subcontractors."



Evan estimates this automation saves up to two days of his time each month.

Additionally, Sage Intacct enables DSC Solutions to have all hands on deck, with team members in different departments having permission-based access to financial data—an important step in bridging the gap between the company's accounting and operations.

Evan also appreciates Sage Intacct's automatic quarterly updates that introduce new functionality and performance enhancements. Each release is accompanied by detailed notes and short highlight videos, making it easy to explore new features and innovations.

"For what an accountant wants, Sage Intacct is definitely more modernised than QuickBooks," Evan says. "My team likes it a lot more than QuickBooks too."



Scaling Confidently Into the Future

As DSC Solutions expands its services and geographic footprint, Sage Intacct provides the financial foundation to support growth without adding complexity.

With Sage Intacct's multi-entity management, superior reporting, built-in audit trails, and financial controls, DSC Solutions has the visibility and governance needed to confidently scale while maintaining accuracy and accountability.

"I'm very confident Sage Intacct is what our company needs going forward," Evan concludes. "Even with significant growth, I don't think we'll ever transition away from it. Sage Intacct has everything we need and more for the future."



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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