FROM DAYS TO MINUTES: DEMME LEARNING SAVES BIG WITH FLOQAST MATCHING

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Education

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WHY FLOQAST
- Wanted to establish a standardized month-end close process
- Sought a centralized workflow that offered visibility for all team members
- Desired to remove the human element from procedures that often resulted in costly errors

RESULTS
- Eliminated time-consuming, manual work that took days to complete each month
- Automated the process of ticking and tying
- Put days back on the Accounting Coordinator's calendar to become more strategic

Depending on the size of the company, staff accountants can spend anywhere from hours to days each month verifying thousands, hundreds of thousands, or even millions of transactions.

In the case of Demme Learning, a family-owned educational publishing company, Accounting Coordinator Joel Theimer reserved a few days each month for one of his most challenging reconciliations. Having used FloQast to facilitate the month-end close for more than a year, Theimer was pleasantly surprised when he learned about FloQast's new solution that promised to eliminate much of the tedious work he so detested.

With FloQast Matching, Theimer was able to automatically verify nearly every transaction in a matter of moments, allowing him to focus on more strategic tasks he simply didn't have the bandwidth to handle before.

An Arduous Procedure
After deploying FloQast in 2017, it didn't take the Demme Learning team long to realize what they'd been missing out on. The result of implementing close management software was a streamlined financial close process overall, but the team still struggled with the sheer volume of transactions it was required to reconcile each month.

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JOEL THEIMER
Accounting Coordinator

"We create a journal entry for each sales order. Then we have to make sure there's a corresponding entry in the deferred revenue account for every shipment going out. It was a very, very manual process, just matching this transaction to that transaction, and there could be thousands of lines in each file," said Theimer. "It took me a few days each month to get all the way through.

While the time demanded to complete this process was forecasted, the potential for errors made Theimer uncomfortable. Inevitable mistakes compounded, resulting in auditors questioning both individual transactions and end balances.

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> Accounting Coordinator

"Sometimes, we would approve accounts if they were off by a material amount," admitted Theimer. "You can't reconcile everything, it's just impossible to do. The small errors could really balloon up; you end up writing some things off hoping there's nothing major in there. If you're lucky, it's close enough to zero that we're comfortable."

Easy to Set Up, Easy to Use

Knowing this manner of reconciliation was unsustainable, the company jumped at the opportunity to implement FloQast Matching when it became available. Taking point on the project, Theimer was stunned by how easy the setup was.

"Setup was extremely easy," he said. "It took maybe five minutes to get the files into the right format, upload them, and to run the match. Better yet, I could go into the settings and identify which accounts need matching. In total, it took maybe 10 minutes. That's it."

Interacting closely with FloQast throughout the process, Theimer said he was impressed with how receptive to new ideas the Customer Success and Product Teams were.

"I appreciate that FloQast is willing to listen to its customers," he said. "Tom [Gamon, Director of Finance] and I have both had ideas for things that FloQast could do, and we really feel we can present them and have them taken into account. How often do you hear about companies doing that? It's not very often."

From Days to Minutes

Using Matching for the first time, Theimer watched as the work that took the better part of a day — during a slow month — was essentially completed in a matter of minutes.

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Now flush with anywhere between 24 and 72 hours back on his calendar each month, Theimer said that the time saved by automating reconciliations will allow him to inspect financial procedures and overall strategy more closely.

"We're taking that time we spent conducting the close to actually analyze it," he said. "We're looking more closely at the numbers and being able to do more reporting to management. We're not just reporting the results anymore; now we're looking deeper into what the results actually mean."

Ultimately, the impact Matching made on Theimer's day-to-day is plain to see.

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"I would absolutely recommend it," he said without hesitation. "The amount of time it can save teams matching bank reconciliations, or doing deferred revenue like we do, is phenomenal, as is the accuracy. The efficiencies you gain make Matching worth every penny."

FloQast

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