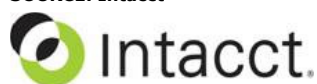




SOURCE: Intacct



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Silverware Joins the Intacct Business Partner Program

Microsoft and Sage Partner Picks Intacct to Grow Its Business With Professional Service Firms in the Southwest United States

SAN JOSE, CA--(Marketwire - Jun 22, 2011) - Intacct, a leader in [cloud financial management](#) and [accounting software](#), today announced that Silverware, Inc. has joined the Intacct Business Partner Program. Silverware, a Microsoft and Sage partner that has been designing, implementing and supporting customizable business management software for clients in the southwest United States since 1988, is adding Intacct to its portfolio to meet the needs of an increasing number of professional service firms asking for [cloud-based financial systems](#).

Silverware's success has been driven by its focus on services and consulting engagements, which have enabled the firm to build long-term relationships with clients. Silverware's customers are mainly mid-sized businesses in the manufacturing and distribution industries, but the firm has wanted to expand its opportunities with [professional service and project-based businesses](#) -- many of which want a pure cloud financial system. Intacct will now be Silverware's "go to" product for clients in this market.

"Demand from professional service businesses is definitely on the upswing and Silverware is ready to address the unique requirements of this growing market with the Intacct financial management solution," said Sara Silver, president of Silverware. "Our approach is always to find the best solution for each customer. With many of our clients moving to a cloud-only IT infrastructure, we wanted the opportunity to offer them the top cloud financial management and accounting applications on the market. We look forward to expanding our relationships with professional service firms and adding long-term value to many satisfied Intacct users."

Silverware carefully surveyed the market before partnering with Intacct. They passed on joining the SAP Business ByDesign partner program over concerns that SAP's long-term focus was on larger accounts. Accumatica and NetSuite were also considered, but Silverware preferred Intacct for its zero-conflict channel model and lower total cost of ownership. Silverware was also impressed by a successful Intacct implementation in the Phoenix area. Intacct's applications are well-suited to the needs of professional service firms looking to maximize profitability and gain competitive advantages.

With Intacct, Silverware gains access to a powerful [project accounting application](#) built on Intacct's robust cloud financial platform. Intacct Project Accounting seamlessly combines financial information and project information in one system, ensuring total transparency while improving operational efficiencies and finance department productivity for the project-based businesses Silverware wants to target. Silverware has long emphasized the value of customizable software platforms; Intacct provides partners with tools they need to tailor deployments to meet the specific needs of its clients.

"Intacct gives us a market-proven solution for professional service firms. The robust and flexible cloud-based software will enable us to grow our business through repeatable, low-risk implementations that yield happy clients," said David Thikoll, Director of Business Development for Silverware. "Prior to this partnership, we actually lost out on a deal to Intacct where the implementation cost for Intacct ended up being about half of what our fees to implement Microsoft Dynamics NAV would have been. That is a powerful message for our customers and prospects and helps to open up additional markets for our firm."

"Silverware is a great addition to the Intacct Business Partner Program," said Taylor Macdonald, Vice President of Channels for Intacct. "They have built an impressive consulting practice based on delivering outstanding customer experiences, and that fits well with our philosophy of total customer satisfaction. We look forward to helping Silverware grow its business with professional service firms in the Southwest."

About Silverware

Since 1988, Silverware has been designing, implementing and supporting business management systems for small and mid-sized manufacturers, wholesale distributors and services businesses in Arizona and the southwest United States. Silverware delivers customized solutions that work the way you do, providing powerful tools to overcome today's problems and capitalize on tomorrow's opportunities. For more information call 480.423.8324, ext. 117, or visit our Web site at <http://www.silverw.com>.

About Intacct

Intacct is the [cloud financial management](#) company. Bringing cloud computing to finance and accounting, Intacct's award-winning applications are the preferred financial applications for AICPA business solutions. Intacct applications are used by thousands of organizations from startups to public companies and are designed to improve company performance and make finance more productive. Hundreds of leading CPA firms and Value Added Resellers offer Intacct to their clients. The Intacct system includes accounting, contract management, [revenue management](#), [project and fund accounting](#), inventory, purchasing, vendor management, [financial consolidation](#) and financial reporting applications, all delivered over the Internet via cloud computing.

Intacct is headquartered in San Jose, California. For more information, please visit www.intacct.com or call 877-437-7765. Connect with Intacct on [LinkedIn](#), [Facebook](#), [Twitter](#) or [YouTube](#).

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Contact Information

Press Contact:

Peter Olson
Intacct
408-878-0951
polson@intacct.com
http://www.twitter.com/intacct_peter

About Marketwire	US: 1.800.774.9473
Site Map	Canada: 1.888.299.0338
Privacy	UK: +44.20.7220.4500

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