

In Partnership with:

**Customer**

Trapp Technology

“ We wanted to go live on our new system very quickly – within 30 days. Turnkey Technologies did not hesitate when we presented our rather aggressive timeline. They ran side-by-side with us during the implementation providing great insight, training and support. ”

-Paige Insalaco, Chief Financial Officer, Trapp Technology



Company Facts

Website:www.trapptechnology.com**Location:**

Phoenix, Arizona

Industry:

IT Technology

Number of Employees:

64 employees

Technology Used

Microsoft Dynamics GP

Binary Stream—Advanced

Recurring Contract Billing

Business Benefits

A Superior Customer Experience

A Transparent, Responsive Business Solutions Partner

A Path to Digital Transformation

Business Challenge

Trapp Technology provides SMBs with an all-in-one IT solution that encompasses cloud services, internet, IT managed services and IT consulting. With customers in industries ranging from financial services to manufacturing, Trapp's solutions are designed to help users reduce costs, align with internal resources, and to leverage the skills and support necessary to achieve business goals.

Having experienced continuous growth since their inception, Trapp Technology eventually outgrew their legacy financial systems and processes. Their billing was handled in four separate systems, and their general ledger and accounts payable were contained in yet another system. On top of that, their daily invoicing had become time-consuming, inconvenient to manage and bogged down by multiple spreadsheets. These challenges led company leadership to decide it was time to unify these processes within a single ERP solution.

Solution

Because they were already using Microsoft Dynamics CRM, Trapp Technology began their ERP search with an interest in Dynamics GP. A vendor they work with referred them to Turnkey Technologies, Inc. for their GP implementation.

When Trapp's leadership approached Turnkey for assistance, they requested that the implementation take place within a 30-day window in order to keep operations flowing as smoothly as possible. Turnkey's experienced Dynamics GP team was up to the task and able to successfully implement Dynamics GP and Binary Stream Advanced Subscription Billing Software (ARCB) within the designated timeframe.

With Dynamics GP, Trapp Technologies has been able to manage their billing and other accounting processes from a single source, Binary Stream ARCB specifically serving as their platform for daily billing to subscription customers. With both of these systems in place and integrated, Trapp has achieved significant time savings on their accounting processes and gained greater visibility into their revenue streams.

The Turnkey Difference

"Prior to our move to Dynamics GP, we had four disparate billings systems and a separate GL and AP system. Thanks to Turnkey's implementation team, we have streamlined all of our processes and workflows, eliminated a great deal of manual work and set ourselves up for rapid growth."

-Paige Insalaco, Chief Financial Officer, Trapp Technology

Business Benefits

Significant Time Savings

Now that Dynamics GP and Binary Stream ARCB are in place, Trapp has been able to cut down the amount of time they spend on various processes thanks to automation and data integration. When it comes to financial reporting, generation takes roughly five minutes as opposed to several hours. Subscription billing is also able to occur on a more timely basis. Meanwhile, processes like journal entries are completely automated.

Better Financial Visibility

When Trapp Technologies was managing their financials in disparate systems, the company's CEO had to wait until three days after month's end to see updated revenue numbers. With Dynamics GP, he is now able to see up-to-date numbers every 15th of the month. In addition to the peace of mind that comes with information that's more readily available, company leadership is also able to plan more strategically in response to trends that need addressing.

A Path Forward and a Digital Transformation Partner

Armed with a Microsoft ERP solution and premier Microsoft Partner, Trapp Technologies is poised to further transform their operations by integrating Dynamics GP with Dynamics CRM. Trapp's internal IT will initiate the process and pull in the Turnkey team as they move into more technical phases. Once the two systems are connected, Trapp will achieve automated consistency between their customer-facing and backend operations, ensuring that the most up-to-date data is accessible across platforms.

About Turnkey

Turnkey Technologies, Inc. is a Gold Microsoft Dynamics Partner serving local, regional and national customers since 1994. We are a client-focused solution provider with a passion for maximizing value for our customers.

"The partnership with Turnkey was amazing and I know this project would not have been successful without the incredible team they put together for us."

-Paige Insalaco, Chief Financial Officer, Trapp Technology

Microsoft
Partner



Gold Enterprise Resource Planning
Gold Cloud Customer Relationship Management
Gold Application Integration
Silver Cloud Productivity
Silver Data Platform