

VERSAPAY



# **How Accordant transformed accounts receivable with Versapay and Sage Intacct**

---

## Results overview

**60%**

decrease in DSO

**68%**

decrease in overdue  
invoices over 60 days

**70%**

fewer collection  
communications

**75%**

decrease in paper  
check use

**50%**

growth without  
hiring any FTEs

---

## Company overview



Accordant specializes in delivering construction accounting and payroll solutions. Since 2005, they've worked with over 5,000 construction and real estate development companies across the US and Canada in upgrading their tech stack.

### Industry

Software Implementation  
and Services

### Product

Collaborative AR

### ERP

Sage Intacct

## THE CHALLENGE

## Inefficient processes slow cash flow

Accordant Company, a leading software reseller with over 5,000 clients across North America, migrated from QuickBooks to Sage Intacct in 2024 to modernize its financial operations. This move streamlined many areas, including accounts receivable, accounts payable, and financial reporting. After implementing Sage Intacct's core financials, one of the final challenges was integrating a next-generation accounts receivable workflow to complement Sage's accounts receivable application in relation to cash application and payment processing.

Under QuickBooks, AR had been a time-consuming challenge. Every overdue invoice required manual follow-up. ACH and check payments were entered line by line, while credit card payments were avoided due to compliance risks. With company growth topping 50% year-over-year, the AR workload became unsustainable without adding headcount.

For Accordant's finance team, accounts receivable was an inefficient and manual process. Every overdue balance required emails and phone calls, while incoming payments had to be rekeyed into Intacct. Even electronic ACH payments meant typing in transaction details one-by-one. Days sales outstanding (DSO) hovered around 50 days, tying up working capital and slowing down growth initiatives.

**“Revenue means nothing without cash. I could have a nicely profitable P&L, but if I don't have the cash, I can't effectively run the business.”**

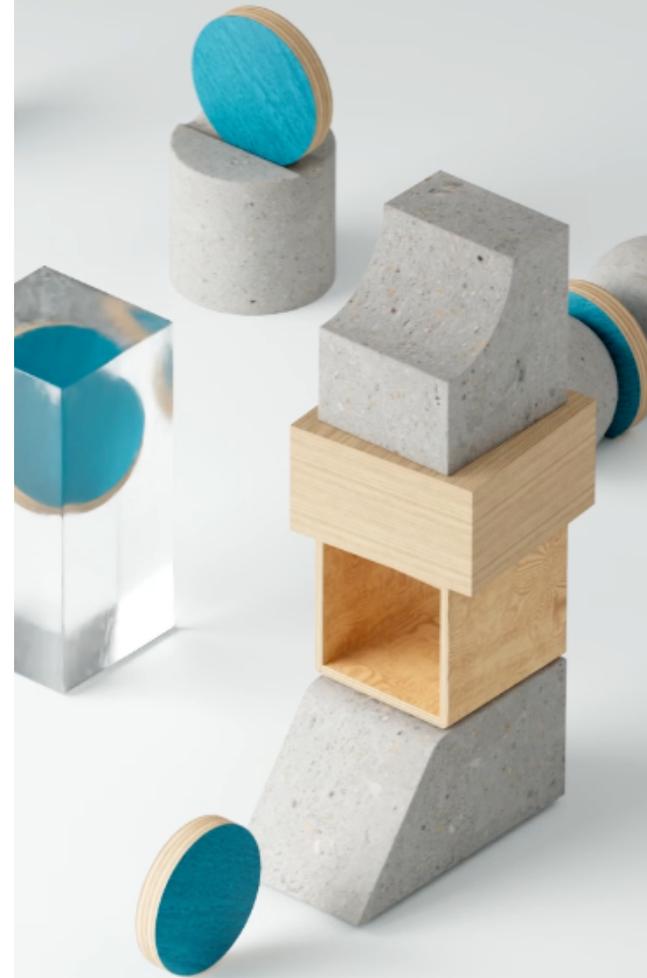
**Joe Gasparini**  
Director of Finance & Operations,  
Accordant Company LLC

## THE SOLUTION

## Advanced automation streamlines accounts receivable

To resolve these challenges, Accordant implemented Versapay's accounts receivable automation platform, and fully integrated it with Sage Intacct. Invoices created in Sage Intacct now automatically flow into Versapay. Clients receive branded emails with a secure "Pay Now" option, allowing them to pay by ACH, EFT, or credit card. Payments are deposited right into the company bank account, and the cash is seamlessly applied directly into Intacct, including surcharges and merchant fees, while automated reminders are sent every ten days until balances are cleared.

Gasparini explained that Versapay has transformed the process. Tasks that once required manual follow-up are now streamlined. The team can filter outstanding invoices over 60 days, select them in bulk, and trigger one-time reminders with a single click. He noted that while the team still makes phone calls for larger or more strategic items, the overall volume of follow-ups has decreased significantly thanks to automation.



## THE RESULTS

## Tangible results in accounts receivable performance

The impact of the implementation was immediate. Accordant reduced DSO from nearly 50 to 30 days, significantly improving cash flow. Invoices greater than 60 days past due dropped from 44.7% to just 14.1%, representing a threefold improvement in AR aging. Collection communications decreased by 70%, freeing the team to concentrate on analytical work.

“With Versapay, 70% of our collection calls and emails have vanished. Both automated reminders and account statements handle the routine follow-ups so **we can focus on higher value analytical work.**”

**Joe Gasparini**  
Director of Finance & Operations,  
Accordant Company LLC

## A faster, easier client experience

Before Versapay, paying an Accordant invoice was often tedious. After approvals, clients either mailed a check, sometimes written by hand, or logged into their banking portal to set up a wire or ACH transfer. This required manually entering account and routing numbers, beneficiary names and addresses, remittance IDs, and invoice remittance information.

Now, the process is very simple. Clients receive a branded email with their invoice attached, review or route it for approval, and pay directly online via ACH, EFT, or credit card as they see fit. Once their bank account or credit card is saved after the first use, payments can be made with just a few clicks, whether it's one invoice or twenty.

Gasparini noted that checks are now down 75% and most clients pay electronically through the Versapay portal, which has simplified both the cash application process and client experience of remitting a payment.

Beyond speed, the portal also gives clients visibility into their payment history, outstanding invoices, and even their Days payable outstanding (DPO). The result is not just efficiency for Accordant's finance team, but a smoother, more transparent experience for clients as well.

**“Without Versapay, we would have needed to hire at least one more full-time employee to keep up with collections while growing at this pace.”**

**Joe Gasparini**  
Director of Finance & Operations,  
Accordant Company LLC

---

## Smooth implementation with trusted support

Implementing Versapay was straightforward and efficient. The team provided clear guidance, transparency, and deep knowledge that made the process seamless. They worked closely with Accordant to navigate key decisions such as surcharge rules and compliance requirements, ensuring everything was set up properly from the start.

Gasparini emphasized that conversations with Versapay gave him confidence that they were aligned from the start. He added that the Versapay team has been consistently responsive and collaborative, always willing to jump on a call to work through inquiries quickly.

---

## Scaling growth through automation

By integrating Sage Intacct with Versapay, Accordant eliminated a potential additional full-time employee and manual processes while accelerating cash flow and delivering a better payment experience for clients. The result is a stronger financial foundation that enables the business to grow without adding administrative burden.



“Trade the administrative burden for AR automation. That’s what **allows a business to scale, focus on analytics, and keep driving growth.**”

**Joe Gasparini**  
Director of Finance & Operations,  
Accordant Company LLC

## About Versapay

Versapay automates accounts receivable, removing barriers to collecting and reconciling B2B payments. Our solutions connect finance teams, customers, and business systems in one ecosystem to ensure cash flow clarity. With over 10,000 customers and 5M+ companies transacting on the platform, Versapay processes over 110M transactions and \$260B annually. Learn more at [versapay.com](https://versapay.com).