



THE POWER OF MORE

NEWS & UPDATES

Welcome to Gray Gray & Gray's Sage Intacct newsletter where we provide helpful insights and information on the many great benefits of the Sage Intacct solution, and ways you can realize their usefulness.

Client Speaks

Check out what Wade Keller, Accounting Office Manager at Dominican Sisters Grand Rapids, has to say about Sage Intacct and the implementation process experience with Gray, Gray & Gray. Thank you to Wade for trusting us with this important initiative!



If you'd like to learn more about how Gray, Gray & Gray's Sage Intacct team can assist you, please contact Kerri Spencer at kspencer@ggglp.com.

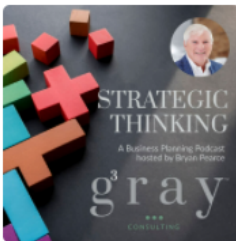
Upcoming Webinar

Join us for the following webinar:

- **2022 Nonprofit Technology Trends and Where We Go from Here**
Wednesday, March 30 at 2:00 pm ET
[Register Here](#)

Strategic Thinking Podcast: Bryan Pearce Interviews Nate Gravel of GraVoc

Host Bryan Pearce, Director of Strategic Business Planning at Gray, Gray & Gray, interviews Nate Gravel of GraVoc Associates in Peabody, MA. Gray, Gray & Gray recently announced a collaborative venture with GraVoc Associates to provide comprehensive cybersecurity services to organizations across all industry segments. During this episode, Bryan and Nate discuss a variety of important topics relating to cybersecurity, including common risks, threats and misconceptions that middle market business owners should be aware of, how to test and assess a company's vulnerabilities, how to approach cybersecurity initiatives, and more. Listen to the episode now!



Strategic Thinking from Gray, Gray & Gray

Bryan Pearce Interviews Nate Gravel of GraVoc Assoc



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To learn more about Gray, Gray & Gray's partnership with GraVoc, click [here](#).

Gray, Gray & Gray Ranked Among Top Massachusetts Accounting Firms by Boston Business Journal

Gray, Gray & Gray has been ranked as the 17th largest accounting firm in Massachusetts by the Boston Business Journal. The publication's annual rankings are based on the size of the firm's professional staff in the state and include both independent firms and regional offices of large national accounting firms. Gray, Gray & Gray moved up two places overall from its previous ranking and is the 6th largest independent accounting firm in the state.



[Read the Full Press Release](#)

Team Member Spotlight: Bill Constantopoulos

Bill Constantopoulos is on a mission. He truly believes that Sage Intacct is "the best reporting system for mid-market companies available today." And he is determined to win over doubters and disbelievers.

Bill's confidence in Sage Intacct is based in real-life experience - he has completed more than 100 implementations in the past seven years, for organizations in a wide array of industries and range of sizes. All had a common need for an accounting and financial reporting software platform that was powerful enough to compile and deliver the diverse scope of information necessary to support and drive the decisions that lead to growth and profitability.



bconstantopoulos@gggllp.com

“I think the ‘sweet spot’ for Sage Intacct is an organization with revenues in the \$10 million to \$250 million window,” says Bill. “That’s the range where real-time access to accurate and detailed information and data analysis is critical. No other system delivers that like Sage Intacct.” Bill’s implementations have run the gamut from non-profit organizations, healthcare companies, private equity firms, energy businesses, to collegiate athletic conferences. “Anyone who will benefit from having the right information at the right time should learn more about Sage Intacct.”

Bill also cites Sage Intacct’s open API architecture as a huge advantage over legacy systems and even other accounting software platforms. “Because the architecture is designed from the ground up to be cloud based, Sage Intacct can be fully integrated with virtually any other business operations software system to build a holistic back office technology stack.”

An early start in technology was perhaps a harbinger of Bill’s future. He helped set up the computer system for his father’s construction business before heading off to the University of Massachusetts-Boston to earn an accounting degree. His first full-time job after graduation was with the Federal Reserve Bank of Boston where Bill worked with multiple proprietary accounting and financial reporting systems and learned valuable lessons in “how the monetary system in this country runs.”

Bill then joined RSM’s Sage Intacct team, working on client assessments, system design and implementation on a variety of businesses. He brought his deep appreciation for – and experience with – Sage Intacct to Gray, Gray & Gray in 2020 and immediately made a big impact for our clients, leading successful implementations that overcame the difficult challenges posed by the global pandemic.

When he is not equipping clients with the powerful tools of Sage Intacct, Bill will most likely be found deep in the woods or on a mountain trail on an immersive hike over the most challenging terrain. He is also a diehard NFL football fan, and is at home in the weight room or basketball court at the local Y. Bill and his fiancé are currently planning a post-pandemic wedding.

Interested in Learning More About the Sage Intacct Solution from Gray, Gray & Gray?

[Schedule a Consultation](#)

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Gray, Gray & Gray, LLP | The Power of More

150 Royall Street, Suite 102 | Canton, MA 02021

Web: www.gggllp.com | Phone: 781.407.0300 | Email: thepowerofmore@gggllp.com

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