



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.

## Workato: Connect. Integrate. Automate.



**Workato** is an integration automation tool that helps businesses connect disparate systems and processes without the need for complex coding. Connect your product with over 1000+ apps, including **Sage Intacct**.

The integration experts at Gray, Gray & Gray can help you analyze your organization's landscape and then create the right Workato integration and automation Recipes so that data can seamlessly flow from one application to another.

[LEARN MORE HERE](#)

## Giving Thanks - Thanksgiving Office Closure



As the holiday season approaches, we would like to reflect on all that we are thankful for as a firm, most importantly our amazing team members! To show our tremendous gratitude, Gray, Gray & Gray is giving the gift of **MORE** this Thanksgiving holiday. More time with family and friends. More time for hobbies and other things we enjoy outside of work. More time to relax and recharge. **As a reminder, Gray, Gray & Gray's office will be closed for the entire week of Thanksgiving (November 21-25, 2022), giving our team some well-deserved time off to disconnect and enjoy the holiday.** We wish our clients and friends of the firm a restful and pleasant Thanksgiving holiday.

[LEARN MORE HERE](#)

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## 2 Weeks Away! Register for Building A Winning Business Strategy - Gray, Gray & Gray's 2022 Year End Planning Seminar



**What will it take to thrive in 2023?** Don't miss our Year End Planning Seminar on Thursday, December 1st from 8:00 am – 12:00 pm EST! Join us at our Canton headquarters to learn about the latest tax updates and how mid-term elections could impact the tax landscape. Discover more about the complex new Lease Accounting requirements and how to prepare now to meet them. Uncover technology to assist you with building organizational efficiencies while keeping a pulse on key metrics. Learn more about the importance of cybersecurity in an increasingly connected world. Get a preview of what to expect in M&A and the equity markets in the coming year. Plus, find out how a renewed emphasis on strategic business planning can help keep your organization on the right path – straight from clients who have planned for success in their own companies. Advance registration required. Attendance is free, but seating is limited.

[REGISTER HERE](#)

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### Upcoming Webinars

#### 5 Signs Your Nonprofit Has Outgrown QuickBooks

Monday, November 21 at 2:00 pm ET

[REGISTER HERE](#)

#### Building Resilience in Healthcare to Survive a Recession

Wednesday, November 30 at 2:00 pm ET

[REGISTER HERE](#)

#### Strengthening Nonprofit Accountability Through Audit-Ready Financials

Wednesday, November 30 at 2:00 pm ET

[REGISTER HERE](#)

#### Next Generation Nonprofit Financial Reporting

Wednesday, December 14 at 2:00 pm ET

[REGISTER HERE](#)

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### 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](mailto: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.

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**Interested in learning more about the Sage Intacct Solution from Gray, Gray & Gray?**

[Schedule a Consultation](#)

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**Do you know anyone that could use Gray, Gray & Gray's assistance?**

[Submit a Referral](#)

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