

# Affordable ERP in the Cloud for Growing Government Contractor



## Project Highlights

With the help of SSi consulting, Red Gate Group has:

- A cloud-based ERP system at a fraction of the cost of a Tier 1 project-cost system.
- Eliminated 100 hours per month of manual reporting and journal entry work.
- No capital investment in server hardware and no dedicated IT staff.
- Support for a remote workforce poised for exponential growth.
- One predictable, cost effective payment each month.

## About Red Gate Group

Red Gate Group, owned by service-disabled veterans, delivers services that impact US security from the foxhole to the highest levels of government. Serving combatant commands, defense agencies and the Office of the Secretary of Defense, solutions include:

- intelligence analysis,
- strategic planning,
- policy development,
- operational design,
- technology integration services.

[www.redgategroup.net](http://www.redgategroup.net)

Since their 1996 inception, Red Gate Group has grown their government contracting business quickly, earning the #3 position on the 2011 *Virginia Fantastic 50* list of fastest-growing companies. So, how does a small company manage that growth as they scale?

## Business Challenge: Outgrown QuickBooks, Limited Budget

For government contractors of any size, satisfying the Defense Contract Audit Agency (DCAA) procurement and contract administration reporting requirements is challenging. So

when the results of the mock DCAA audit were delivered by the CPA, Christina Hamluk's concerns were confirmed. As Red Gate's Accounting Manager, Hamluk's proactive approach to testing their readiness for a real DCAA audit was driven by the limitations

she was experiencing with internal reporting through QuickBooks Premiere.

"When the owners asked me important questions, like 'Which projects are absorbing their share of G&A?' QuickBooks didn't have the level of detail that I needed to answer," said Hamluk. "We knew that we had outgrown the capability."

As Hamluk started the search to replace the financial management system that could support Red Gate's growth plans, cost estimates were daunting.

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"What worked for a 2 person company is not going to work when we are a 200 person company. We could be pretty big, pretty quick and we needed to be ready."

*Christina Hamluk, Accounting Manager*

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## Solution Search: Function Versus Cost - Cloud Wins

Hamluk's search identified three options. On the low end, inflexible SaaS systems couldn't give them the insight they needed to maintain growth. On the high end was a full implementation of Deltek's Costpoint which was cost prohibitive, approaching \$250,000.

Midmarket, project-focused ERP solutions provided the best option and Hamluk favored Microsoft Dynamics SL based on previous experience. Easy to use, a familiar Microsoft interface that employees could easily learn, remote access through Business Portal, and flexible reporting were all factors in her choice. But the upfront investment in license and implementation was still a major concern and considerable risk for a small company.



[www.ssiconsulting.com](http://www.ssiconsulting.com)

410-944-3369

1616 Anderson Road | McLean, VA | 22102

10440 Little Patuxent Parkway | Suite 300 | Columbia, MD 21044

## Microsoft Dynamics Hosted ERP from SSi

- Access anytime, anywhere to Microsoft Dynamics GP or Microsoft Dynamics SL for an affordable monthly fee.
- Cloud accounting solutions reduce the burden on your IT staff and resources.
- SAS 70 Data center for highly secured network security.
- Data backup with secure off-site storage.
- As affordable as \$200 per user per month.

## SSi Consulting

SSi Consulting has been helping mid-Atlantic companies increase performance and boost productivity for more than 27 years. We are a Microsoft Gold Partner and winner of the Mid-Atlantic Microsoft Partner of the Year Award. Our Project Management process delivers the right technology, at the right price, on time and on your budget.

**Call us today to find out how you can get robust ERP functionality for a predictable monthly fee.**

**Karen Riordan**  
**410-277-4549**  
**KRiordan@ssiconsulting.com**

**Bill Aiton, author of “Cloud Accounting: from Spreadsheet Hell to Affordable ERP”**  
**703-297-5070**  
**BAiton@ssiconsulting.com**

Through her evaluation, Hamluk met with implementation partners to find the one that understood best practices and business process improvement for government contractors. The SSi Consulting team was the front runner with proven experience and high customer ratings. Still, the cost concern.

When Bill Aiton, President of SSi called to offer a creative payment solution, Hamluk was ready to listen. Aiton proposed an all-inclusive \$3,000 monthly license and service fee including 2 full access and 40 remote portal users. With minimal upfront costs and a three-year contract, Red Gate Group got their first choice in software with their preferred implementation partner.

### Solution Benefits: Cloud Platform, Time Savings, Instant Insight, Reporting Compliance, and a Platform for Growth

Red Gate Group has already seen huge benefits from the Microsoft Dynamics SL implementation. The accounting team of two is saving at least 100 hours each month on report building. Integration with ISVs, including Unanet for expense validation and Paychex payroll, saves the team additional hours on manual journal entries.

Each owner has a unique dashboard view into the information his team needs. The CEO can track KPIs and the COO has project related information with time card approval notifications.

Suggestions from SSi helped Red Gate implement better business processes that save time and money. The company is far more efficient in supporting the remote workforce.

With DCAA audits no longer a worry, the Red Gate team is able to bid confidently and focus on project profitability. Next steps, including document management with SharePoint and opportunity management with Dynamics CRM, set the stage for efficient systems to support Red Gate Group’s continuing growth and success.

Find out how SSi Consulting can help you put enterprise tools to work in your business. The cloud is changing the way businesses manage growth. Get competitive and win with SSi Consulting. Visit [www.ssicloudaccounting.com](http://www.ssicloudaccounting.com) to find out how you can move to the cloud.

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“Once you implement a system like this, it very quickly sheds light on all aspects of the business more clearly. You can answer the question, ‘Am I really making money?’”

Christina Hamluk, Accounting Manager

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