

## Hamilton County Educational Service Center

### Solution Overview

#### Industry

Educational Service Center

#### Scenario

Hamilton County Educational Service Center needed an accounting system with the ability to integrate with Microsoft Office products and offer real-time accounting information and hassle-free invoicing. The old system could not handle the numerous grants flowing through the organization.

#### Client Profile

Hamilton County Educational Service Center, located in Cincinnati, Ohio, is the second largest of sixty-one educational service centers in Ohio serving more than 100,000 students in both public and non-public schools.

#### Demographic Profile

Number of Employees: 600+  
Number of Users: 5  
Region Size: 835,362  
Population Served: 100,000

#### Software Used

Microsoft Dynamics—Solomon  
Financial Series  
Project Series  
Microsoft SQL Server

#### Benefits

By using Microsoft Dynamics to manage grant accounting, Hamilton County Educational Service Center has improved spending, increased revenue, improved accuracy in reporting and invoicing, and streamlined their system.

***“The old way of managing our billing and reporting was cumbersome and unreliable. As Treasurer, I was constantly dealing with our system shortfalls. AccuNet gave us exactly what we needed and we couldn’t be more pleased with their services and experience.”***

Don Rabe  
HCESC, Treasurer

---

***Hamilton County Educational Service Center (HCESC) was spending too much time and employee effort producing invoices for their school districts. AccuNet, Inc. and Microsoft<sup>®</sup> Business Solutions—Solomon<sup>®</sup> helped improve not only the process, but also the possibilities.***

---

Hamilton County Educational Service Center (HCESC), located in Cincinnati, Ohio, provides a wide variety of services for the educational community. HCESC is recognized as a role model for service providers at local, regional, state, and national levels. The Center serves public school districts, non-public schools, and other educational organizations in Ohio and across the United States. HCESC is also the second largest of sixty-one educational service centers in Ohio serving more than 100,000 students.

### Streamlining the System

An organization committed to “no child left behind,” HCESC realized that some of its own automating and manual systems were needlessly complex—especially the billing system—depriving the ESC of valuable time, money and resources better spent on the students. Prior to implementing Microsoft Dynamics—Solomon, organization accounting clerks worked through a convoluted system of spreadsheets, redundant data entry, and countless employee hours to produce invoices on a monthly basis. The opportunity for error and omission were far too high. Today, invoice building takes about four minutes, and the entire process takes one clerk four to six hours each month.

AccuNet, Inc.’s Bob Houdeshell, a Microsoft Dynamics reselling partner, strongly recommended the solution to HCESC. “They knew that our operating environment is rigorous and that most other similar solutions would not suit our enterprise requirements. They made the recommendations and handled the introductions. We are very pleased with the results,” says HCESC Treasurer Don Rabe.

### A Need for Flexibility and Diversity

Because HCESC receives funding from federal, state, and local government agencies as well as private donations, it is important to have a sophisticated system able to maintain and manage a complex reporting system. Accompanying such a diverse funding base is the need for quality reporting and accountability to their constituencies—a practice that was difficult for the old reporting system to integrate. Now, HCESC can track grants and other funding as well as create accurate financial reports on projects and budgets that interface with systems currently in use, Microsoft Office products, and the State of Ohio USAS system.

*“For any ESC confronted with the challenge of improving its financial invoicing system or one that is looking for a better way to manage financial data, AccuNet has the solution. AccuNet has improved the accuracy, efficiency, and productivity of our financial operations that has added value for both HCESC and more importantly, our customers.”*

Dave Distel  
Superintendent  
Hamilton County Educational Service Center

## Managing Resources

HCESC has many consultants who are out in the field providing services; before the new system, it would take consultants and clerks both time and hassle to enter their time, create an invoice, and receive payment. With the Solomon Solution implemented by AccuNet, consultants now have remote access via the web to input time entry. Project managers and senior management can properly track and update project information from the field.

According to Mr. Rabe, HCESC has been able to “effectively track project status, produce real-time reports, and integrate with the State of Ohio USAS system.” With a budget decided upon by their many constituencies, HCESC needed a system capable of managing and effectively taking advantage of every available resource. “AccuNet gave us a system that has opened up new areas of revenue and helped us identify and fix problem areas to make us more efficient,” says Tom Schaefer, Assistant Treasurer.

## More Complete Invoicing, Better Accuracy

Microsoft Dynamics—Solomon directly addressed HCESC’s need to automate and streamline their billing of professional services. A direct result of Solomon, this marked increase in efficiency has had a ripple effect, improving processes throughout the company.

## Return on Investment

The effects of an AccuNet Solution at HCESC are being seen in many areas:

- **Cost savings**—The total investment in the implementation was less than half the cost of other solutions.
- **Efficient Invoicing**—Before the implementation, accounting clerks spent several days per month on invoicing. Today, an invoice can be produced in four minutes by one clerk, which means producing and analyzing reports and verifying results takes only a few hours per month.
- **Increased Revenue**—HCESC’s new Solomon system automates their consultants time entry using web access, which allows them to get their bills out fast, improve the reliability of their billing, and not miss any charges, thus increasing revenue and improving cash flow.
- **Improved Accuracy**—During implementation, it was discovered that the old system incorporated some inaccuracies during the billing process. Each district would have their own invoicing format. With the new solution, inaccuracies are automatically adjusted. In addition, invoices can also include full transactional details if requested.
- **Seamless Integration**—The prior system didn’t allow for seamless integration and real-time information to be viewed. Today, Solomon makes it possible for HCESC to integrate between Project Costing and Accounting, which means viewing and managing budgets, invoices, and grants is accurate and immediate.

For more information about how AccuNet, Inc. can work with your company please visit [www.accu.com/esc](http://www.accu.com/esc).

Or contact us at:  
**Bob Houdeshell, Sr. Sales Manager**  
**AccuNet, Inc.**  
4422 Carver Woods Drive  
Cincinnati, OH 45242  
513.793.8000  
Fax: 513.745.8212