



A subsidiary of French conglomerate EDF Renewables and formally known as EnterSolar, PowerFlex has been a leading provider of onsite solar and energy storage solutions since 2005. As a result, they have complex jobs and billing systems. When Admin Operations Coordinator Amna Warner joined the team, she took on the challenge of streamlining and transforming the company's Sage 300 CRE jobs and accounting workflow.

Amna and the team at PowerFlex were searching for a system that supported Sage 300 CRE integration and automated manual tasks associated with expense reporting. But they also wanted a software that would be easy to use across departments and provide accessible customer service.

With the recent acquisition of the company by EDF renewables, having a scalable solution that could handle complex workflows and coding of details such as jobs, extras, and categories across the combined company became an absolute must-have for the parent company.

For that reason, PowerFlex signed on with Gorilla Expense to automate their expense management in Sage 300 CRE.

**500+****NUMBER OF EMPLOYEES****Sage 300**
Construction
and Real Estate**ACCOUNTING SYSTEM**

THE PROBLEM

Challenges in automating a complex system

Three years ago, PowerFlex began to research and demo major expense reporting systems with integrations in the Sage 300 CRE space. They didn't only want to automate the jobs creation process to reduce time and resources spent on manual billing tasks. PowerFlex also wanted to upgrade its operations by eliminating paper-based processes. Therefore, the team needed input and buy-in from Operations and Accounting, as well as Human Resources, Legal, and Security.

At the time, SAP Concur was the company's primary system. Outside of its difficult-to-manage interface, the software required a third-party integration to sync data from Sage 300 CRE, like many of its competitors. Having a third-party interface for every new addition would have been expensive, cumbersome, and unmanageable. Furthermore, it was challenging to get timely customer support.

"When you're working in the dark, it is tough to get things done. I would rather fix things than figure out how to fix them. Gorilla Expense provides that," says Amna.

After mapping out their systems, PowerFlex realized that they needed a detailed setup to automate their process. They didn't just need a solution that integrated with Sage 300 CRE. Their solution would also need to be compatible with Salesforce and Procore.

"The integration of several different pieces had to come together for our system to work. It was hard at first. After coming from a terrible product, the change was like night and day," says Amna.

Seamless Integration with an Intuitive and Scalable Solution

Gorilla Expense was the only option that directly linked with Sage 300 CRE and provided an easy-to-use design for the team. At the same time, Gorilla Expense would not cause any compatibility issues with other software.

But they would still need to map and implement the integration.

PowerFlex used Gorilla Expense's team to customize their integration to navigate and manage various departments through the transition. The integration itself took weeks to configure and deploy, and as the company has refined its system, they have had to make adjustments over time to reach an optimal state. While building a seamless integration had its ups and downs, the Gorilla Expense team worked tirelessly with PowerFlex to get the system right.

After the acquisition, EDF Renewables found Gorilla Expense to be a significant value-add. The team at Gorilla Expense was able to quickly and efficiently merge both company's users onto a single system.

The integration has brought more than expense reporting automation. The dozen or so PowerFlex professionals who use Gorilla Expense as Admins can fix any errors on the spot. Gorilla Expense automatically alerts the Assistant Controller with fixes that need to be made based on a set of pre-made rules while syncing jobs-related data. This saves time and energy for the accounting team as they can immediately update the files.

In addition, the fast and considerate customer support service is the icing on the cake. From the initial integration to the merger and beyond, the team at PowerFlex has been able to quickly resolve any issues with help from the Gorilla Expense team.



Gorilla Expense offers a similar experience as Salesforce. It's such a robust system.

The amount of time we've spent with Gorilla Expense and the changes to our system is amazing. Our parent company also saw it as valuable, so we didn't use another system. We were willing to endure the transition because we believed in the system.



Amna Warner

Admin Operations Coordinator at PowerFlex

KEY BENEFITS



Seamless Sage 300
CRE Integration



Highly
Configurable



Saves Time & Provides
Transparency



Outstanding
Support



Quick
Go-Live



Scalable
Solution