

ANTERRA SUCCESS STORY



**NATIONAL
FIRE & SAFETY**

natfiresafety.com



With Anterra I can run a comparative income statement showing each of our fiscal entities side-by-side with a corporate total at the end – giving leadership the tools they need to make well-informed decisions.

– Kyle Zeigler, Financial Systems Administrator



THE CHALLENGE

National Fire & Safety consists of multiple operating companies in the Northwest, Southwest, and Central USA.

Kyle Zeigler, the Financial Systems Administrator, (and a former Sage 300 CRE consultant) led the years-long initiative to convert all companies to Sage 300 CRE. Getting all of these entities to produce similar financials was a huge challenge!

Ultimately, National Fire & Safety needed a solution with powerful BI tools to standardize reporting across all companies yet roll up to a collective view of the company's financial health.

We were using an excel sheet to track collections that was very complicated and did not help us collect the money owed. I think we spent more time creating the spread sheet than we did contacting the customers for payment. We now use the AR module for collection across the whole company. – Joe Wilder, CPA, Controller



National Fire & Safety is an end-to-end fire protection and life safety company— from the design and installation to the maintenance of fire suppression and low voltage safety systems. Property owners, contractors, and developers equally trust them for system design, installation, inspection, repair, emergency response, and monitoring services.

THE ANTERRA SOLUTION

Like many companies that grow through acquisitions, National Fire & Safety's subsidiaries had different Accounting/ERP systems of record. To standardize accounting processes, the company underwent a full system GL key change that modified the account prefixes and how they were used.

Additionally, the Board of Directors needed one source of truth for financial statements across entities, and as a whole. The company had purchased Anterra Data Center and Anterra BI previously, but they were being under-used. The turning point came when Kyle Zeigler revitalized the project by leveraging Anterra's Professional Services. Through targeted training in Anterra Statement Builder (ASB) and Consolidation Group mapping, the team achieved a new level of reporting efficiency.

Now, National Fire's financial landscape is transformed. Users across the company can generate fully consolidated financial statements with ease, whether on a corporate roll-up or for individual operating entities. The consolidation groups are displayed in intuitive, side-by-side columns, with drillable rows that allow for deep dives into account totals and transactional details. This structure not only facilitates actionable analysis but also empowers Kyle to tailor multiple reporting scenarios to meet the diverse needs of internal users, operational teams, and stakeholders.

National Fire & Safety also leveraged Anterra's Collection Management, which has streamlined National Fire's invoicing process. By directly emailing customers about their invoices, the company has significantly reduced the time to payment, much to the delight of the finance department. This suite of tools from Anterra has not only unified reporting but also enhanced financial operations at National Fire, setting a new standard for efficiency and clarity.

THE BENEFITS

- Improved financial oversight for the multi-entity organization
- Board-quality financial statements using Anterra Statement Builder
- Streamlined reporting across multiple offices and locations
- Consolidated groups for company-level sorting with drill-down details



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