



## Case Study

# OpSource Enables accountsIQ to Bring Accounting to the Cloud with Scalable and Secure SaaS Delivery

“With accountsIQ, even the smallest company can access mission critical business data and analytics at the touch of a button, and with the ease and functionality that was previously reserved for large companies with big budgets. We’ve invested in state-of-the-art technology to ensure our success and our customers’ success. By selecting OpSource, the number one specialist in Web operations, to facilitate the delivery of our robust online accounting solution, we are confident that accountsIQ will remain at the cutting edge of technical innovation.”

Gavin McGahey  
CTO  
accountsIQ

## Taking Intelligent Accounting Online

accountsIQ is a full-featured, multi-currency business and accounting software solution. Utilizing the latest technology, it enables collaboration across the entire enterprise – across business units, multiple locations and franchises – at any time from anywhere, via the Internet. The functionality of accountsIQ offers collaborative accounting and real-time business intelligence.

## accountsIQ Requirements

accountsIQ selected OpSource On-Demand™ to meet its business objective to provide a world class SaaS accounting offering to its target market of accountants, franchises and business process outsourcers. In the online accounting world, where both the application and data are business critical, it is essential to demonstrate to prospects and customers that the integrity and security of their data is taken extremely seriously. As such, it was crucial for the company to select a totally reliable, SAS 70 Type II audited SaaS delivery solution. Additionally, the business operations and technical operations available with OpSource On-Demand enable accountsIQ to fully manage and integrate data providing a seamless on-demand experience.

## Complete Solution

accountsIQ chose OpSource because of its comprehensive, award-winning Web operations solution. OpSource On-Demand is a best-in-class solution that combines technical operations, application operations and business operations into a complete, integrated Web operations solution. It incorporates application management, compliance and business services that are necessary for on-demand business success and includes hardware, software and networking infrastructure, 100 percent uptime SLA and 24x7 customer-branded end-user support. accountsIQ was also impressed with the industry-leading firewall and intrusion detection and prevention systems available with OpSource

## Customer Profile



accountsIQ  
Sand House  
Bath Place  
Blackrock  
County Dublin  
Ireland

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

### Industry

accountsIQ’s mission is to provide intelligent accounting online enabling companies of all sizes to access critical business data and analytics in real time.

## OpSource Solution

- OpSource On-Demand

## Key Benefits

- Provided stable, scalable and secure on-demand delivery solution
- Enhanced customer satisfaction with 24x7 end-user support
- Offered deep expertise and best practices to ensure success
- Enabled cost-effective growth with predictable expenses

On-Demand to ensure the security of its customers’ application infrastructure. It also includes tools that accelerate revenue generation, such as a fully integrated Level 1 PCI DSS compliant billing product, as well as analytics that offer insight into the performance and usage of the on-demand application.

## You Build It. We Deliver It.

### Why OpSource?

accountsIQ was drawn to OpSource for its unmatched reputation as a highly respectable, world class Web operations company. OpSource On-Demand's reputation for security, reliability and scalability combined with its robust offerings and services including qualified end-user support, OpSource Analytics™ and OpSource Connect™, are the reasons that accountsIQ selected OpSource.

To date, OpSource has enabled accountsIQ to scale its platform rapidly in proportion to its growing number of client databases. Currently, accountsIQ has hundreds of databases residing on the SAN with access to more storage space as it grows.

Gavin McGahey, CTO of accountsIQ, said, "Our focus has to be on developing our application and making our value proposition more compelling in these difficult economic times. We can trust OpSource, which enables us to concentrate on what we do best, leaving the hosting environment to be managed by the leading expert in the field. Our objective is to have over a thousand databases on the platform by the middle of 2009 and we can reach that goal with OpSource as our partner."

### About OpSource

OpSource™ delivers Software-as-a-Service (SaaS) and Web applications femand companies, with hundreds of applications, millions of users and billions of transactions supported daily. OpSource On-Demand™, the leading Web operations solution, is defining how Web-based software is delivered. By choosing OpSource as their Web application delivery partner, companies are freed from investing in and managing the complex and costly infrastructure and services necessary to deliver applications over the Web. They can instead focus their resources on developing, marketing and selling their applications and services. Further, by using OpSource Connect™ companies can leverage Web services such as OpSource Billing CLM™, OpSource Analytics™ and OpSource End-User Support™ and integrate their applications with other SaaS applications over the Internet as well as with enterprise applications behind the corporate firewall. OpSource On-Demand is suitable for companies at any stage of growth, with any type of on-demand application. OpSource is the only company to offer Success-Based Pricing, a pricing model that allows businesses to begin with a modest minimum commitment and scale expenses as revenues increase.

Headquartered in Santa Clara, CA, OpSource has Web application delivery centers in Virginia, London and Bangalore. For more information about OpSource, visit [www.opsourcenet.com](http://www.opsourcenet.com).



**OpSource™**  
The Business of Web Operations

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