

Tru Family Dental Leverages BT Partners & Sage Intacct to Manage Growth

Industry	Clients Since	Solution
Dental, Health Care	2014	Sage Intacct



“BT Partners took the time to understand our business and our unique business structure. I have had a great experience with BT Partners and the greatest testament I can give to them is that I would recommend a friend to use them.”



Naimish Patel
Co-Founder & Executive Chairman
Tru Family Dental

Tru Family Dental acquires and operates dental practices in the Midwest. The company was founded to deliver outstanding patient experiences by providing convenient and flexible practice hours and by focusing on lifetime patient care. Tru Family Dental also provides best-in-class technology for appointment confirmations, communication, and dental care. Naimish Patel is the Co-Founder and Executive Chairman of Tru Family Dental and, as a fast growing company, he needed an accounting software solution that could keep pace with its growth and complexities and would not become outdated or insufficient to meet its needs. Tru Family Dental also had a unique business structure with multiple entities that would make it difficult to scale up from a basic accounting system in time.

Solution

Tru Family Dental engaged the accounting firm Miller Cooper for tax support and were referred by them to BT Partners for help in identifying the best accounting software solution. After a thorough consultation that involved an evaluation of QuickBooks, NetSuite and Intacct; Tru Family Dental chose Intacct as its preferred accounting software solution with BT Partners managing the implementation.

Results

Naimish says the implementation of Intacct has been great and that Tru Family Dental is extremely happy. The system has been highly functional, fulfills all the needs of the controller and allows for customization of accurate reporting that is critical to their business operations.

“The president of BT Partners not only sold us the solution but went a long way to make sure our implementation went well. The level of responsiveness, guidance, advice, and execution were excellent,” said Naimish.