



PARTANNA™

Partanna Builds Smarter Finance Processes to Match Its Mission

Customer

Partanna Global, Inc.

Industry

Manufacturing

Challenge

Lacked visibility in their financial processes due to inefficiencies and poor organization.

Solution

Equation Technologies implemented Sage Intacct to improve their financial management with better bookkeeping and reporting.

Results

- Brought month-end close down from 30 days to 5 days
- Improved control over multi-currency and multi-entity consolidations
- Streamlined reporting with a centralized system & automation, plus seamless integration with RAMP
- Significantly improved cost-savings with better insight on travel expenses, and others

Partanna Global, Inc. is on a mission to change the way the world builds – for good. They are an innovative manufacturer of patented carbon-negative concrete products designed to reduce carbon dioxide in the atmosphere. With a presence in the United States, the Bahamas, and Saudi Arabia, Partanna is committed to revolutionizing the construction industry with sustainable building materials. As the company scaled, the need for a better financial system became apparent, prompting a transition to an in-house accounting solution.

Bringing Financial Visibility In-House

When Christine Cornejo, an outsourced accounting consultant, joined Partanna in February 2024, they were using a third-party bookkeeping firm that was on Microsoft Dynamics. Cornejo explains, “Partanna had no visibility into their financial accounting; they were a startup. For the first few years, it worked, but as they grew and got closer to the needs of doing a third-party audit, they found that they didn't have the information available to them to prepare for that, and the CFO certainly didn't have visibility into the details behind his financials. So, when I came on board, the first thing I said was, ‘We really need to move everything in-house.’”

Financial records were fragmented, with supporting documents stored in emails and across different platforms, leading to inefficiencies and disorganization. Compounding these issues was the cost of their outsourced bookkeeping, which was high compared to the level of service and visibility provided. Cornejo says, “Our other accounting firm was charging us a tremendous amount of money to keep the books, and we were not getting the service and the product that we would hope for. It was really important that we find a way to migrate away from them as soon as possible.”

Partanna needed an in-house, centralized, cloud-based system capable of unifying financial data across international locations while providing real-time insights and audit readiness.

Sage Intacct Software for Growth

Cornejo had worked with many different ERPs, and Sage products always stood out to her as the best solutions for small to midsize growth companies. Having worked with Equation before at another company, she says, “I've used 300 in the past. I've heard great things about Intacct, and the



first thing I did was reach out to Equation because I've worked with that team for 20 years. We decided to go with the Intacct solution, and that's when we began our journey with that product."

Sage Intacct software was selected as the ideal cloud-based ERP system for Partanna because of its capabilities, including multi-entity and multi-currency consolidation, automated financial reporting, and seamless integration with third-party tools. This made it the perfect fit for the company's expanding operations.

Fast, Focused, and Flawless

The implementation process was well-organized and led by a Project Manager alongside the project lead, the Director of Solution Engineering. Cornejo says, "What was new this time that I hadn't experienced with my prior companies was having a formal project manager. They made sure we were on track. It was a very disciplined, organized, systematic approach to rolling out this implementation. So, it kept both me and Brian on target."

Although Cornejo is experienced with ERP implementations, she says she still needs help from time to time. "When the questions come in, I need somebody who's responsive quickly and can help me get to the next step, which they absolutely were," she continues.

The speed by which the team was able to complete the project says volumes about Equation's ability to understand their needs and responsiveness to questions and issues along the way. Cornejo reflects, "We implemented in less than three months. From start to finish, to being able to create custom reports, run consolidated financial statements, and we went from having the books closed in a month to, literally, 5 days."

Seamless Transactions

Partanna also integrated RAMP for accounts payable and credit card processing, which helped smooth financial operations with real-time document access and transaction drill-down capabilities. "We rolled out RAMP for our account's payables and credit card facility tool that integrates with Intacct. Having those integrations, because no one solution is going to be the best and is going to be able to accommodate everything, being able to layer in the different tools that work for us was really helpful as well," says Cornejo.

The integration between RAMP and Sage Intacct software allows them to drill into source transactions when reviewing financials within Sage Intacct. This helps them analyze transactions and assists auditors when performing their test selections.



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Consulting Chief Accounting Officer,
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With the RAMP integration, the CFO now has real-time, drill-down access to financial statements and supporting documents. Cornejo explains, "Rather than having to go to RAMP to view a particular document, the CFO can go directly from his dashboard, drill into a report, drill into the transaction, and drill into that underlying invoice. So, it's right at his tips. Very helpful."

From Chaos to Compliance

Partanna achieved audit readiness by organizing financial documents within a centralized, auditable system. "Now Partanna can prepare for a third-party audit. They were absolutely not prepared in the past. Now, we have a system that is auditable and that maintains all our source documents. In the past, all the supporting receipts, invoices, contracts, everything was being stored in people's emails. Very disorganized."

She continues, "Having the ability to store documents within a central repository like Intacct for accounting purposes has been really helpful and allows us to be more efficient, organized, and prepared for audit."

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Taking Back Control

The company cut costs associated with third-party bookkeeping while gaining full control over financial management. Internal resources were optimized, allowing team members to focus on strategic financial analysis rather than manual bookkeeping tasks.

“One of the areas that the company wanted to focus on is their travel expenditures. They needed more visibility as to where people are traveling and what they're traveling for, just to better understand those behaviors. Having the ability to go into Intacct and create class codes helps categorize how that spending is occurring by person, by location, and by business purpose, giving us a lot more visibility to understand as well as to allocate costs to the various projects, which is something we weren't able to do before. Intacct really gave us the tools to better analyze our spending,” says Cornejo. Expense tracking, particularly in areas such as travel expenditures, led to more informed decision-making on cost-saving measures.

Trust in Expertise

Cornejo's longstanding working relationship with Equation is a testament to their skills and reliability. She says, “They all have the same very easy-going vibe, but they know their stuff. Very, very seasoned, very, very intelligent in their approach.” Cornejo continues, “I would highly recommend Equation because the team, starting with Erica, and her breadth of experience, her professionalism, her wonderful laid-back quality as well, that forms the rest of the team.”

Her confidence in the Equation team reflects their deep expertise and dedicated commitment to delivering exceptional ERP solutions.

Accounting as a Strategic Asset

As a seasoned accounting professional, Cornejo has seen firsthand how companies often overlook the importance of a strong accounting infrastructure. “One of the recurring mistakes I see companies make time and again is not investing in their accounting infrastructure,” she says. Many businesses view accounting as a cost center rather than a strategic asset, failing to recognize that it serves as the backbone of financial decision-making.

“It may seem like a cost center, but it is really the department in your company that is telling the story of your company,” adds Cornejo. A well-structured accounting system doesn't just track numbers. It provides critical insights that drive growth, efficiency, and long-term success, and that is exactly what Equation has helped Partanna achieve with Sage Intacct.

By leveraging Sage Intacct software and working closely with Equation, Partanna successfully transitioned to a modern, scalable financial system. This shift not only improved day-to-day efficiency but also positioned the company for sustainable growth and seamless audit preparation. Their continued partnership underscores the importance of selecting the right partner and technology to support financial and operational excellence.

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