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Isaac M. O'Bannon • Aug. 07, 2014

Intacct, a leader in cloud financial management and accounting software, today announced the launch of a new Premier Partner Program. This new program was built to recognize a network of Intacct partners that deliver comprehensive, high quality services, support, and software to help companies get maximum value from their Intacct investment.

The initial members of the Intacct Premier Partner Program are: AcctTwo, Armanino, Brittenford Systems, BTerrell Group, CliftonLarsonAllen, JMT Consulting, LBMC Technologies, and Massey Consulting.

The Intacct Premier Partner Program reflects the ongoing evolution of the company's thriving channel program. Intacct's partners continue to show strong sales growth, delivering an increasing proportion of new customer deals for the company. However, ultimately partner success is reflected not merely in sales figures. These top performing partners are evaluated along a broader set of criteria than just acquiring new Intacct customers and are encouraged to build sustainable excellence.

As more and more companies replace their outdated on-premises financial systems from the likes of Microsoft and Sage, Intacct offers midmarket companies a modern, cloud-based accounting and financial management system that delivers unmatched time-to-value. Together, Intacct and its partners deliver rapid deployments with unlimited flexibility, real-time and deep visibility into business performance,

superior return on investment and low cost of ownership – all while maintaining

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“We initially partnered with Intacct so we could offer a quality cloud based accounting solution. We've stayed with Intacct because they believe, as we do, that we are here to serve our clients above all else,” said Philip Massey, president and founder of Massey Consulting. “We are proud to have reached this level of partnership with Intacct and we're extremely impressed with the quality of the Intacct offering and the need it fulfills in our client base. Intacct allows Massey Consulting to offer prospects and existing clients an option for true cloud accounting.”

“Having an amazing financial management solution, coupled with our focus on partner performance, has allowed Intacct to grow faster, better respond to customers, and achieve outstanding success in the market,” said Taylor Macdonald, vice president of Channels for Intacct. “Partners play an important role in the growth and success of Intacct and we're thrilled to recognize these 2014 Premier Partners for their best practices and overall excellence.”

Intacct was [recently awarded a 5-Star rating in CRN's 2014 Partner Program Guide](#) for the second year in a row. The annual directory is the definitive listing of technology vendors that service solution providers or provide products through the IT channel. The 5-Star Partner Program rating is reserved for an elite subset of companies that offer solution providers the best partnering elements in their channel programs.

Intacct's channel program now includes 28 of the Top 100 CPA firms and 23 of the Top 100 VARs in the industry – making it the strongest channel program of any cloud financial vendor.

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