



The Company

While working as a CPA in a general practice accounting firm, Jennifer Katrulya, the founder of BMRG, LLC, grew increasingly frustrated watching business clients struggle to get their financial information and records in order. Many of them would attempt to implement QuickBooks or other software solutions, but they lacked the expertise needed to do it accurately and efficiently. Most of them also missed out on the opportunities from 3rd party solution providers that can streamline nearly every other business function. Knowing there was a better way, in 2004 BMRG entered the market to help clients select and implement the right mix of best technology solutions to help propel them forward as leaders in their industries.

The Challenges:

- BMRG provides clients with a set of technology solutions including CRM, expense management, budgeting, and financial benchmarking. In order to maximize the opportunities to build BMRG's brand as a solution provider, they need a hosting provider that is able to test and implement solutions quickly and accurately.
- BMRG works remotely with clients in the United States and internationally, and employs a fully virtual U.S. based staff.

We made the move to Cloud9 because we need the flexibility of the virtual server environment that allows us to implement the best of breed solutions, and need to grow our business in a timely and expert manner. We quickly outgrew the shared environment and support options offered by our prior hosting company and knew we needed a change.

Our clients rely on us to help them select, implement and maintain the mix of technology solutions that allow them to become and remain leaders in their industry. They need and expect the best from us, and with Cloud9 we can feel confident that's what we are giving them every day.

~ Jennifer L. Katrulya, CPA/CITP, CGMA - President & CEO

Down time, system crashes, slow connection speeds and other problems that plague some hosting solutions could quickly cripple BMRG's internal operations and reputation with clients. BMRG clients need to be able to access their software anytime from any where.

Cloud9 Success Strategies

- BMRG staff frequently comment about how phenomenal the speed and reliability of the service is compared to prior hosting experiences. They also love Cloud9's special MSI technology that makes them feel like they are working on their local systems even though their information is stored in the cloud.
- BMRG is earning profits that are unprecedented for the firm and in many ways in the industry, because they are able to create the value-added solution bundles clients want and are willing to pay for, along with the related consulting services and support. This has earned them multiple industry awards and has made them sought after as a speaker and advisory resource helping other businesses make the move to the cloud.
- When compared to prior IT equipment and support costs, BMRG is saving over \$10k per year in direct costs and has been able to save over \$90k per year since they moved out of their brick-and-mortar office to work "fully virtual," which was impossible prior to selecting Cloud9 to host their servers.