CLIENT CASE STUDY

InfoReady

How LedgerLync has run the back office for a growing SaaS company since 2015

LEDGERLYNC™

CLIENT	INDUSTRY	LOCATION	SERVICE
InfoReady	Higher education SaaS	Ann Arbor, Michigan	Accounting + People Works™

WHO IS INFOREADY?

www.inforeadycorp.com

InfoReady is an Ann Arbor software company whose platform runs the selection and approval processes behind higher education. Universities use it to manage internal grant competitions, scholarships, fellowships, seed funding, and administrative approvals, replacing the spreadsheets and email chains those programs used to run on.

It serves hundreds of institutions, including a majority of the largest research universities in the country, plus colleges, medical centers, foundations, and government agencies. Four-time Inc. 5000 honoree, nine-time Ann Arbor SPARK FastTrack winner, with client retention near 100 percent.

That kind of growth puts real weight on the back office. More clients means more invoices, more renewals, more headcount, and more that has to be right.

THE CHALLENGE

A SaaS company at this stage sits in an awkward spot. Recurring revenue, deferred revenue schedules, and a growing payroll demand the discipline of a real finance department, but the volume does not yet justify building one. Hiring a controller, a bookkeeper, and a payroll administrator costs more than the work requires.

The alternative most companies settle for is a patchwork: a part-time bookkeeper, a separate payroll service, and an executive absorbing whatever falls between them. It works until it does not.

> *"We've worked with LedgerLync for over ten years, and that relationship says everything. As a SaaS company serving hundreds of universities across the country, we need our financial operations to be accurate, reliable, and completely off our plate, so we can focus on building great software for our clients. LedgerLync handles our accounting, payroll, and fractional controller needs with the kind of consistency and professionalism you'd expect from a much larger firm, at a scale that actually fits a growing company like ours. Highly recommend!"*
>
> **Eric Jacobson, President, InfoReady**

WHAT LEDGERLYNC DELIVERS

InfoReady runs its entire finance function through LedgerLync, spanning both service lines:

- **The full finance stack, one provider.** Accounting, payroll, and fractional controller support, rather than three vendors that do not talk to each other.
- **Big-firm rigor, right-sized.** The consistency and professionalism of a much larger firm, at a scale that fits a growing company.
- **Ten years and counting.** A relationship measured in years, not engagements, with the institutional knowledge only time builds.
- **Completely off their plate.** Financial operations stay accurate and reliable so the team can focus on building software for its clients.

Built for software companies like yours

Accounting Works™ covers bookkeeping, AP and AR, monthly close, and fractional controller support. People Works™ handles payroll, benefits, HRIS, and compliance. One team, one point of contact.

Ready to get the books off your desk? ledgerlync.com