

BETTER IDEA GROUP CASE STUDY:

VANGUARD CLEANING SYSTEMS, INC.

Franchisor chooses firm focused on small company accounting extensions - improves reliability of QuickBooks solution.

Vanguard Cleaning Systems provides commercial cleaning services for more than 2,800 corporate customers through an organization of approximately 600 franchise owners. Established in 1984, Vanguard's recognition for commercial cleaning excellence includes rankings in Entrepreneur Magazine's Franchise 500 and Success Magazine's Franchise Gold 200.

THE CHALLENGE:

Starting and managing any small business is a challenge. Having the right financial tools available allows owners to spend more time developing their business. Vanguard Cleaning Systems understands that, so a key solution that Vanguard provides new master franchisees is an accounting system that has been extensively tailored to the janitorial business.

"I am now able to spend more time helping master franchises grow their business."

Will Greene  
Business Development Director  
Vanguard Cleaning Systems

KEY BENEFITS:

- \* Provided cost effective, reliable support
- \* Created custom reporting capabilities
- \* Improved note receivable management

FLEXIBLE SUPPORT OFFERING

Even the most robust systems do not cover every potential business change. Having a reliable support network to help is be a critical success factor. When entrepreneurs approach Vanguard, they having varying degrees of experience in running a back-office. Better Idea Group's flexible support offerings allow Vanguard's master franchisees to choose from a variety of options from on-site system check-ups and training to automated software updates.

KEEPING USERS CURRENT

Business evolves, and business systems need to be able to change with the requirements. Prior to having Better Idea Group on board, version control issues drove up support costs. Better Idea Group delivered the ability to have Vanguard's core solution updated for every user, automatically and reliably. Not only did it eliminate the need have a support call to update each franchisees version; it also reduced downtime by pushing fixes to users before they saw a problem.



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**ENHANCED REPORTING CAPABILITY**

Better Idea Group leveraged their experience with QuickBooks to deliver a robust reporting architecture that extracts the critical Vanguard information from the proprietary data storage of QuickBooks and makes it available to industry standard tools for creating reports tailored for the Vanguard business.

To allow master franchisees even more flexibility, Better Idea Group also implemented a way for each office to create and use their own custom reports that are derived from QuickBooks information or information unique to Vanguard's Financial Solution.

Founded in 1998, The Better Idea Group (BIG) is an accounting software services firm with a focus on business solutions for smaller companies. **Sales Inquiries:** [Sales@BetterIdeaGroup.com](mailto:Sales@BetterIdeaGroup.com)  
Phone: 408-850-8117 Find us on the web at: [www.BetterIdeaGroup.com](http://www.BetterIdeaGroup.com)

Better Idea Group has invested in the Intuit Developer Network and so has access to the QuickBooks SDK, the technical bridge between your customer applications and QuickBooks products.



Better Idea Group earned a competency as a Certified Microsoft Independent Software Developer by publishing software solutions that integrate with Microsoft Office Small Business Accounting



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