

Industrial Emergency Council (IEC) Outsources Accounting to Unalp

IEC enjoys control, clarity and confidence of accounting functions while training companies and first responders for catastrophic events

IEC was established as a nonprofit training and educational corporation in 1979. For almost 40 years the IEC has provided specialized training for fire fighters, government agencies, universities, and corporations. It's client list includes NASA, UCLA, Dow Chemical, Hewlett-Packard Co., Los Alamos National Laboratories and more than eighty fire departments.

As IEC enjoyed growth in the popularity of its training classes it also experienced growing pains – particularly in the areas of accounting and financial management. In order to bring in the needed accounting expertise to devise solutions for managing their increasingly complicated transactions and to deliver reporting on each individual class's financials as well as handing the day-to-day accounting duties, IEC turned to Unalp CPA Group, Inc.

"Back then, I really felt that Jeff Unalp understood that IEC was in a position where it needed to make some pretty significant changes to continue to operate," recalls IEC Executive Director Bruce Meisenbach. "He educated me, I'm not a finance professional and he really understood what we needed to do and where we needed support. He was phenomenal."

"Jeff really made a difference, because without him, I'm not so sure we would be having this conversation today."

**- Bruce Meisenbach
IEC Executive Director**

With over 200 different training courses being offered, IEC Finance Director Brian Ponty points out how important financial insight on each course is, "Each course is its own profit center. We keep track of our gross profits by each class." There are expenses associated with each class including travel, books, instructors, etc. "At the end of the class, we need to know whether we made money or not," explains Ponty. "If we're running classes that are at a loss, then Bruce needs to decide if they are classes we want to continue to offer, or do we want to offer them in a different way."

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**Unprecedented Clarity.
Unimpeded Access.
Uncompromising Excellence.
Unalp Accounting Services.
It's all about U!**



Challenge

Understanding the profitability of each training class offered; providing a variety of payment options for customers; gaining financial accounting expertise.

Solution

Outsourced day-to-day accounting to Unalp CPA Group and take advantage of integrated, cloud-based accounting solutions.

Benefit

Unalp accounting experts created processes incorporating Intacct cloud-based accounting and Bill.com to give IEC streamlined payment and reporting capabilities providing the insight for better informed decisions. Unalp services provides the business continuity to maintain optimal accounting operations regardless of internal staffing changes.

In order to accommodate its specialized clientele, IEC offers multiple payment options and as Meisenbach points out, Unalp's expertise was a major factor in equipping IEC to accept a variety of payments as well as coordinating the technology and infrastructure to do so.

"We may be running a class for the city of San Francisco and the attendees may be from five different department," explains Ponty. "We need to be able to invoice each department individually and meet their purchasing requirements."

While Unalp has provided accounting expertise, services and technology to help IEC with the day-to-day accounting tasks, Meisenbach points out that he relies on Unalp for much more, "As our organization grew, Jeff helped me navigate that growth with sound business advice. He was always available, and extremely patient as we continued to reorganize, and he gave me advice that helped me orchestrate a lot operationally to the benefit of the organization."



Bruce Meisenbach



Brian Ponty

As Finance Director, Brian Ponty points to another benefit of outsourcing IEC's accounting to Unalp, "I'd say number one is the business continuity. With our size, we don't have the capability to employ two or three people with the accounting knowledge that you really need in the event one person leaves."

Working with Unalp CPA Group, Inc., IEC is able to better accommodate their customers by offering a variety of payment options; they are gaining faster, more accurate and insightful financials from an organizational level down to the individual class offered, and they are maintaining business continuity.

Noting that it's more than just the accounting, Meisenbach reflects, "Working with Jeff Unalp has made us all better."

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About Industrial Emergency Council (IEC):

The IEC helps organization prepare for potentially catastrophic events where first response can mean the critical difference for both survival and rapid recovery.

A nonprofit organization, the IEC offers cost-effective training and consulting. Whether it's a chemical spill, flood, or even an act of sabotage or terrorism companies must be ready to respond – quickly, decisively, and knowledgeably. Never has the need been more urgent than in today's uncertain crisis environment, where every action is scrutinized, and physical losses are often dwarfed by legal claims and vast negative publicity. The IEC has helped hundreds of organizations prepare for and prevent industrial accidents and damage from natural disasters.

www.iectraining.org

About Unalp:

Unalp is a unique and innovative firm that specializes in the accounting needs of nonprofit organizations, healthcare organizations, and medical and dental practices. Unalp's professional practices allow for better accounting operations and better informed decisions.

Affordable expert services bring organizations the accounting talent, technology, and experience necessary to overcome today's challenges and accomplish tomorrow's aspirations. Unalp provides outsourced accounting, outsourced payroll, and tax return preparation and planning. Unalp offers unprecedented clarity, unimpeded access and uncompromising excellence.

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