Right Networks®

Business Growth

Siegel Solutions, Inc.

Jeff Siegel, Owner

Jeff Siegel is the owner of Siegel Solutions, an 11-person firm that provides outsourced bookkeeping solutions using QuickBooks to over 300 clients. Jeff knows what it takes to grow a business: efficiency of scale, real-time insights that build strong customer relationships, and a secure data environment. He gets all three from Right Networks.

Jeff first started using Right Networks to host his client files. Before Right Networks, a trip to the client's office or a backup file was needed to provide services within QuickBooks, so landing new clients meant hiring more staff and spending more time on travel. Having to travel to clients to get files pigeon-holed his business to a geographic area within 30-miles of his office, prohibiting client expansion and growth. Now, anyone on his team can login, pull up a QuickBooks file, and complete tasks from the office or home, reducing administrative time and resources.

Siegel Solutions has also benefitted from their ability with Right Networks to provide timely responses to clients' ad-hoc requests. A request from a client to prepare a report for an unscheduled meeting can be done quickly from anywhere. Equally important, client files are worked on in real-time, meaning bookkeepers or the client themselves can log in anytime to create and view current information. Before using Right Networks, backups were used to compare for the most recent file. The ability to see current activity helps Jeff and his team prepare budget-to-actual reports and meet regularly with clients to review results.

From the perspective of data security, Jeff has full confidence in Right Networks. "Working in the cloud gives me peace of mind when it comes to hacks,

> *"The biggest impact on my business is I've been able to grow 20% year over year for the last 5 years."*

ransomware, hardware failures, accidentally deleting a file, and other issues," says Jeff. Right Networks backs up files daily for 90-days and provides a dedicated security team and top-tier data centers. That high level of security, coupled with full 24/7 support, has allowed Jeff to step out of a technical role and put that time into signing new clients.

Jeff credits Right Networks with having a significant impact on Siegel Solutions, which has grown 20% year over year for the last five years. Perhaps of equal importance, it has freed up Jeff's weekends to spend time on another one of his passions: riding his motorcycle.

Watch this short video for more about how Jeff and his clients have benefitted from Right Networks.

To learn more about how Right Networks can connect you to your clients, contact Sales at **1-888-210-0237**