



Finding Next-Level Success with Nitor Solutions

Case Study

Organization & Location:	Lindsay & Gardner CPAs, PLLC Clemmons, NC
Industry:	Accounting
Customer Base:	Small to medium-sized businesses and professional firms
Services Offered:	Tax, accounting, business advisory services, consulting, trusts and estates

“When working with Nitor, there’s never a problem. They look at challenges as an opportunity to help us find a solution. And that’s great!”

- Amy Gardner, CPA

Delivering IT Solutions That Meet and Exceed Your Goals

Strategic Support for Your Business

Challenge

Being in the accounting industry, there’s an increasing pressure for Lindsay & Gardner CPAs to always be available – especially during tax season. Before 2020, Lindsay & Gardner were reliant on the abilities of a single IT expert and were concerned they’d be out of luck if they were unable to reach him. Another pain point for them was the recent shift to working remotely; it was a cumbersome transition, and just not as efficient as it needed to be.

As a growing CPA firm, Lindsay & Gardner knew they would eventually need to upgrade their IT support. Nitor Solutions Inc. had a great reputation within the community, and with several engineers on the Nitor team. Lindsay & Gardner felt confident that Nitor would be able to address their needs and primary concerns, making the switch an easy one.

Solution

In April 2020, Nitor Solutions began a complete overhaul of Lindsay & Gardner's technology stack, starting with a fundamental IT analysis that dug into the goals of the firm. Lindsay & Gardner were particularly impressed with Nitor's ability to come up with new ideas on how to solve their unique challenges. The firm had been stunted by their previous provider's limited availability. Whereas, Nitor recognized the challenges as opportunities to uncover a solution.

By taking the time to understand Lindsay & Gardner's strengths and weaknesses, Nitor was able to help the CPAs develop the pathway to their goals, including maximizing uptime, streamlining operations, securing remote access, upgrading security systems, handling cloud solutions, huge software upgrades, seamless integrations and more.

Results

Today, Lindsay & Gardner are taking advantage of the full IT package from Nitor, which includes hardware and software installation, IT support, phone, communication and any additional IT needs. Lindsay & Gardner have full confidence in the abilities – and ideas – Nitor has to offer. By providing IT solutions for remote workers, Nitor even prevented the firm from losing a valuable employee by connecting the employee with the tools they needed to work remotely from across the country. Through constant communication and collaboration, Linsey & Gardner are finding new areas of growth with Nitor's around-the-clock support. Their software is never down, their team members are always available and their experts always know how to figure everything out.

“Nitor has helped up develop the pathway to help us reach our goals. They do an excellent job in communicating and coming up with ideas. It's never ‘Hey, you have to do it this way,’ but instead, they show us our options and help us figure out what's best for our firm.”

- Teresa Lindsay, CPA



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About Nitor Solutions

Headquartered in North Carolina, Nitor Solutions, Inc. assists businesses across the nation with innovative technology solutions and support. Our technology professionals help companies make the most out of their existing IT infrastructure and become better prepared to navigate tomorrow's challenges with strategic digital transformations and more. Nitor provides reliable, quality managed IT services and around-the-clock IT support so you can leverage one of today's most powerful tools to innovate your capabilities – technology.

For more information, visit www.nitorsi.com or call (336) 203-1359. Contact us to get started.
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