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## Black Mountain Software “Engineers” Growth

### Government Accounting Software Firm Smashed Records in 2012 and the Momentum Continues in 2013

**Polson & Helena, Montana – March 27, 2013** - The Lake Panorama Association of Panora, Iowa, holds a special place in the hearts of the owners and staff of [Black Mountain Software](#). Serving over 1,700 property owners along 30 miles of shoreline, the association needed an efficient way to bill, track and report utility bills for property owners. They selected Black Mountain Software of Montana to deliver the technology, making Iowa’s Lake Panorama Association the software company’s 500<sup>th</sup> customer and adding state #24 to the company’s list of clients.

Black Mountain Software sales associate, Teresa Van Buren said the systems administrator for the Lake Panorama Association, Royce Shaffer, contacted Black Mountain Software in March of 2012 via the company’s website quote request form. After giving Shaffer and the Association’s water utility and accounting staff an online demonstration of Black Mountain’s products, Van Buren said the deal fell into place pretty quickly; “they were so obviously happy with what they saw – software that’s affordable, easy to use, and provides them with the capabilities they need.” With budget approval and purchase arrangements behind them, conversion is now underway.

“Our [company](#) growth model is slow and steady,” commented Black Mountain Software’s Vice President Jack Liebschutz. “We spent quite a few years with ‘400-something’ clients. It was exciting to break the 500 mark and keep going strong.”

The same day Black Mountain made the software sale to Lake Panorama, the company landed its 501<sup>st</sup> client. Staff at the City of Powers Lake, North Dakota, had been speaking with the sales team at Black Mountain for nearly three years in hopes of switching from QuickBooks to Black Mountain’s government finance software to run their finances, utility billing, and payroll. Switching from a general accounting tool to Black Mountain Software is a huge efficiency-enhancer for municipal organizations. As the company points out in a [blog article](#), “You wouldn’t use a spoon to shovel your driveway, so why would you use software designed for the accounting needs of a very small business to run your city? You need to use the right tool for the job.”

Continuing its momentum, Black Mountain Software recently added state #25 (Wisconsin) and its 509<sup>th</sup> customer to its client list.

#### About Black Mountain Software

[Black Mountain Software, Inc.](#) is a provider of fund accounting, payroll and utility billing solutions for local governments and schools. City and county governments, utility and special districts, and schools rely on more than 30 Black Mountain Software products to ensure regulatory compliance, improve operational efficiency and foster collaboration.



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