

Client Profile



DELTA NATURAL GAS COMPANY, INC.

FOUNDED 1949
HEADQUARTERS Winchester, Kentucky
NASDAQ LISTED DGAS

INDUSTRY Energy/Utilities
PRODUCTS Distribution/transportation/production of natural gas
REVENUE \$105,637,000 – 2009
EMPLOYEES 155

Background

Delta Gas is a publicly traded natural gas company with about 38,000 customers and a market capitalization over \$75 million. They are required to evaluate and report the effectiveness of their internal controls in accordance with the Sarbanes Oxley Act via both internal and external audits. Compiling and maintaining records for these audits, while at the same time keeping up with their Sarbanes Oxley compliance process was something of a monumental task that required a great deal of attention from employees who could otherwise be making more productive use of their time. Delta Gas knew there must be a better way. They just didn't know how or where to find it.

Solution

In 2008, Delta and Conexus crossed paths. Immediately Delta recognized not only their potential to manage compliance processes, but also their flexibility to handle much, much more. Over the following year, Conexus representatives worked with Delta Gas to create and implement a software solution that would automate the compliance process and become the driver to manage the financial close. As a result, time is now better spent on activities that add value to the company, thus proving compliance and efficiency do not have to be mutually exclusive.

Conclusion

A new era of efficiency has settled in at Delta. The compliance process is virtually paperless, and both internal and external auditors now have the ability to gather information in real-time. It's not only a saver of both time and money, it's an enhancement to their system of internal controls.

"During previous year-ends, I was always buried under a stack of workpapers, reconciliation, etc. We are currently in the middle of closing, and I am reviewing our 250+ GL account recs through Conexus.

Attached is a picture of my desk."



-Matthew Wesolosky, CPA

Client Contacts

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