



DRA PERKINS

BUILDER. STRATEGIST. LEGACY.



ELEV8 MATRIX

WHEN ONE TAX SEASON CHANGES EVERYTHING

How Elev8 Matrix deployed Cybertaxx and grew New Level Accounting from
2,000 clients to 5,000+ in a single operating season.

85%

CLIENT VOLUME GROWTH

5K+

CLIENTS SERVED, 2026

70

STAFF DEPLOYED



THREE YEARS. ONE TRAJECTORY.

STAGE
01

NLA's client base grew steadily before Elev8 arrived — then we installed Cybertaxx and the system did what systems do when they're built right.

2024 · BASELINE	2024 · BASELINE	2026 · +67% YOY
2,000 Manual intake, spreadsheets, email workflows. Functional, not scalable. Capacity ceiling in sight.	3,000 Elev8 embedded, diagnostic complete. Cybertaxx architecture finalized and tested at scale.	5,000+ Cybertaxx fully deployed. 70-person team operating. 85% more volume — quality intact.

“Spreadsheets and email don’t scale to a 5,000-client tax season. We knew we could grow. What we didn’t have was the operational system to grow without breaking.”

2024 · BASELINE

— NLA Operations Lead



ONE SEASON LATER. THE NUMBERS WERE UNAMBIGUOUS.

STAGE
02

Clients served (season)	~2,000	→ 5,000+ (+150% vs 2024)
Operational staff	Ad hoc	→ 70, installed & managed
Client intake method	Manual / email	→ Cybertaxx, standardized
Operational visibility	None	→ Real-time dashboard

WHY IT WORKED

Diagnosis before build — every bottleneck mapped before a system was designed. Operator, not vendor — Elev8 took operational ownership, not just sold software. Benchmarks set before deployment — 5,000 clients was the agreed target before the season started, not an aspiration.

ONE SEASON · ONE PLATFORM · 85% GROWTH IN CLIENT VOLUME — WITH QUALITY INTACT.



IS YOUR OPERATION A FIT?

STAGE
03

The NLA profile maps to any service business where capacity is seasonally compressed, quality is the constraint on growth, and the system that worked at one scale won't survive doubling.

- ✓ Revenue concentrated in seasonal or cyclical operating windows.
- ✓ Client onboarding and service delivery still run on manual processes.
- ✓ Operational quality — not demand — is the constraint on growth.
- ✓ Approaching a doubling of demand with a system that can't scale.

~150
DAYS, TYPICAL
DEPLOYMENT

2×
TYPICAL CLIENT-VOLUME
CAPABILITY LIFT

1
CYCLE TO PROVE
THE SYSTEM

NEXT STEP — START WITH THE NUMBERS.

A 30–45 minute Strategic Diagnostic, no cost and no obligation. We model your expected capacity lift before you ever see a proposal. The benchmark is always agreed before deployment begins.