CPA Firm Technology For The Future

Major Topics

- Trends in the Profession
  - Staffing
    - Remote work
    - Outsourcing
  - Marketing & Biz Development
- Publisher Updates
  - Intuit, IRIS, Sage, TR, WK
  - Mergers, PE, & VC
- Software Updates
  - Practice Management
  - Document Management System
  - Workflow
  - Portals
  - eSignature
- Service Lines
  - Audit
  - Tax
  - CAS
  - Advisory
- Innovation & Tech Options
  - Cryptocurrency
  - Automated tools
  - Tech Stacks
  - CPA Firm-centric hardware

Learning Objectives

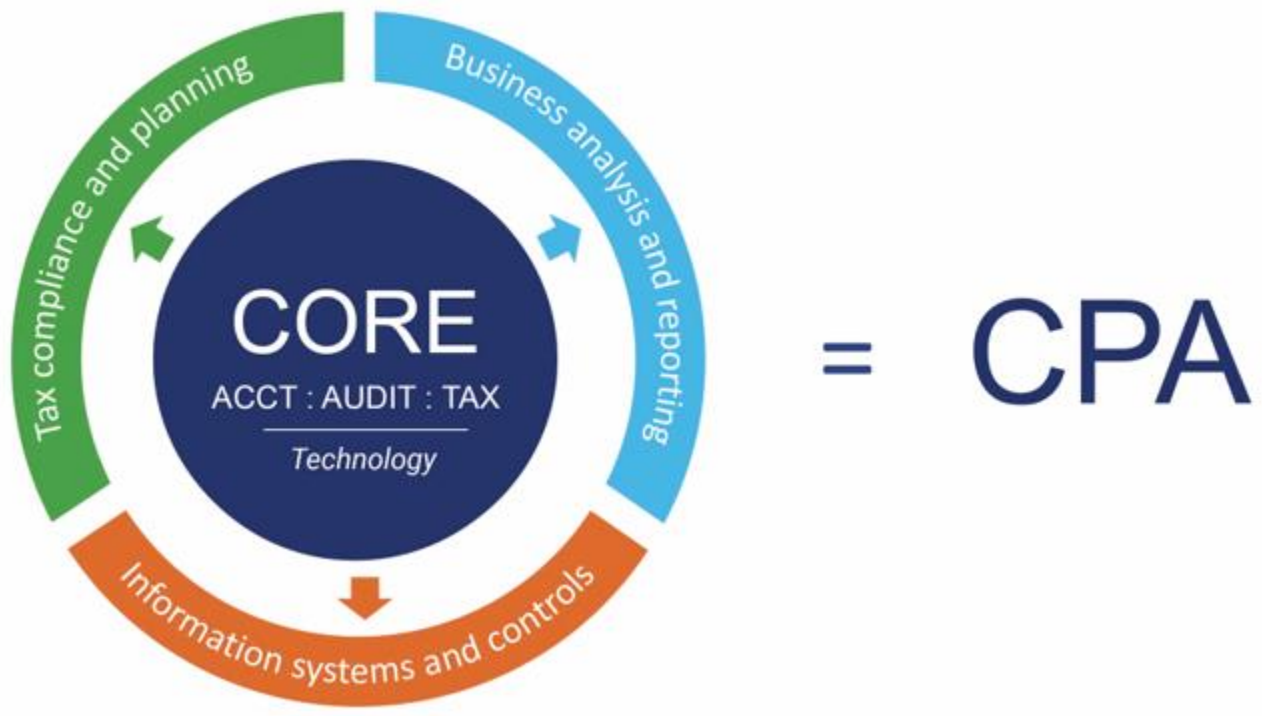
- Select new technologies for your firm from a road map
- List top niche markets
- Differentiate between products that are ready to implement and those that need time
- Create a transformative plan for your firm

TRENDS IN THE PROFESSION

Trend Topics

- Staffing
  - Remote work
  - Outsourcing
- Firm IT Management
- Firm Experience 2.0
- Business Development Tools
- Sustainability/Diversity

CPA Evolution Project 2024 Launch



CPA Firm IT Management Issues

Strategic Vision

- Planning
- Innovation
- Client experience
- Effectiveness
- Fit for purpose
- Service lines
- Security

Tactical Operations

- Control and cost
- Right tools at correct time
- Satisfaction and ease
- Right staff and process
- Speed and efficiency
- Verticalization/niche expertise
- Improved infrastructure

CaseWare Global Survey Results

CaseWare Global Survey Results

Staffing – Elephant In The Room

Sufficient

- Reasonable work loads
- Flexibility
- Retention good
- Positive outlook
- Proactive
- Orderly

Short

- Bursts of excessive hours
- Tied to work
- Excessive turnover
- Morale low
- Reactive
- Dropped balls

Staffing Solutions

Remote Work

- Add staff from other locations
- Retain staff
- Higher caliber and capability
- Management load
- Flexibility
- Quality control
- Culture

Outsourcing

- Time shift workloads
- Scale staff
- Lower cost
- Delegation skills
- Unused capacity
- Variable skills
- May not use in client contact

Options For Staff Enablement

Remote

- Cloud hosting
- Private cloud (Citrix, RDS)
- Public cloud (AWS, Azure)
- Vendor cloud (Axcess, Onvio)

Outsourcing Options

- BooXkeeping
- Wolters Kluwer – Xpitax
- SurePrep Outsource
- Taxfyle
- Look for credible organizations specialized in CPA firms

Major Topics

Why Choose BooXkeeping?

- LOW INVESTMENT START UP
  - BooXkeeping Franchise costs are significantly less than most franchises due to low initial staffing needs and the ability to operate your business from virtually anywhere
- FLEXIBLE FOR YOUR LIFESTYLE
  - Because you can start your business from anywhere, owning a BooXkeeping Franchise allows the freedom to grow as fast as you'd like and set your own pace
- STAND OUT BRAND
  - Unlike freelance bookkeepers, BooXkeeping franchisees have the advantage of being backed by a trusted brand, built-in processes, and 360-degree support

BooXkeeping Outsourcing

- STAFFING SOLUTION FOR FASTER GROWTH
  - Franchisees can outsource the bookkeeping process to BooXkeeping trained professionals, allowing owners to focus more on acquiring customers and growing their business
- TURN-KEY BUSINESS MODEL
  - BooXkeeping's proprietary cloud-based system provides you with a complete business in a box that's easy to learn, secure and efficient. They also offer around-the-clock IT support & training resources
- NO EXPERIENCE NECESSARY
  - You don't have to have bookkeeping experience or be a financial professional, as long as you have good people skills and can concentrate on business development
- TOTAL MARKETING SYSTEM
  - BooXkeeping provides everything you need to market your business, including a local website, SEO, social media, content, email marketing, analytics, reputation management, CRM, and custom mobile apps for you and your clients

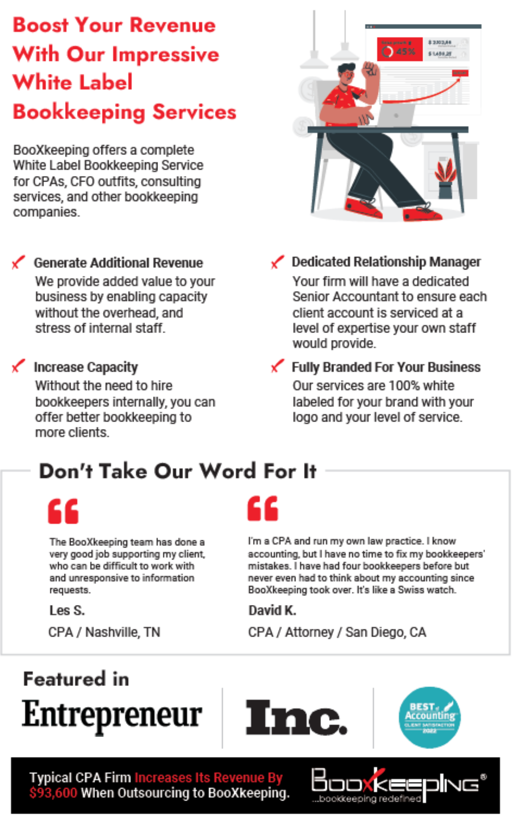
Professional Accountant CAS

- TAKE YOUR PRACTICE TO THE NEXT LEVEL
  - Bookkeeping services add additional revenue so you can scale faster
- BUILD A VALUABLE BUSINESS
  - CPAs, Accountants, and Bookkeepers know that providing great value builds lasting relationships, and BooXkeeping can help your business become stronger

- Average Billing Rate for bookkeeping services
  - Client Accounting Services: $120 per hour
  - BooXkeeping Franchisees pay: $25 per hour per employee
  - Less: $12 (10%) Royalty
- ___________________________
- Gross Profit: $83 per bookkeeping employee per hour

69% GROSS PROFIT

BooXkeeping White Label



White Label Outsource

Alleviate your

STAFFING HEADACHES

- Average Billing Rate for bookkeeping services
  - Client Accounting Services: $120 per hour
- White Label Rate: $65 per hour per employee
- ____________________________
- Gross Profit: $55 per bookkeeping employee per hour

46% GROSS PROFIT

Remote Work Options

CPA Firm Centric

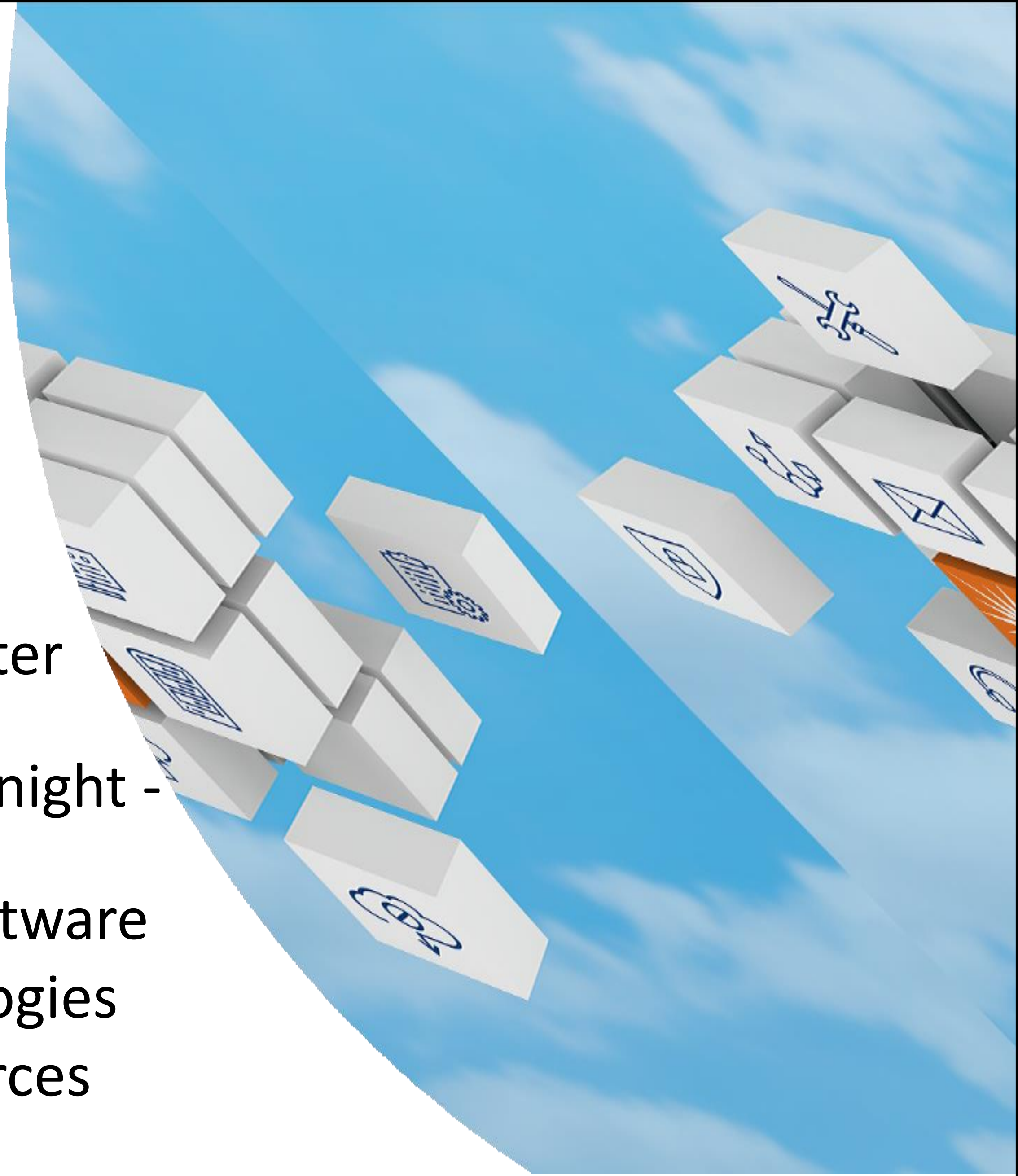
- CETROM
- Right Networks
- Ace Cloud
- More

Other Options

- Internal IT
- QuickBooks focused
- Local IT
- Private cloud
- Managed service providers

Major Topics

CETROM Custom Cloud Hosting Solutions



- Full-service IT solutions company, not just Cloud
- Your Virtual CIO
- IT strategy, security, planning, etc.
- Perform 2x daily backups, built into disaster recovery plan
- Dedicated support team available day or night - 24x7x365
- Perform scheduled updates to hosted software
- Proactive & advanced security methodologies
- Arm clients with guides, training & resources

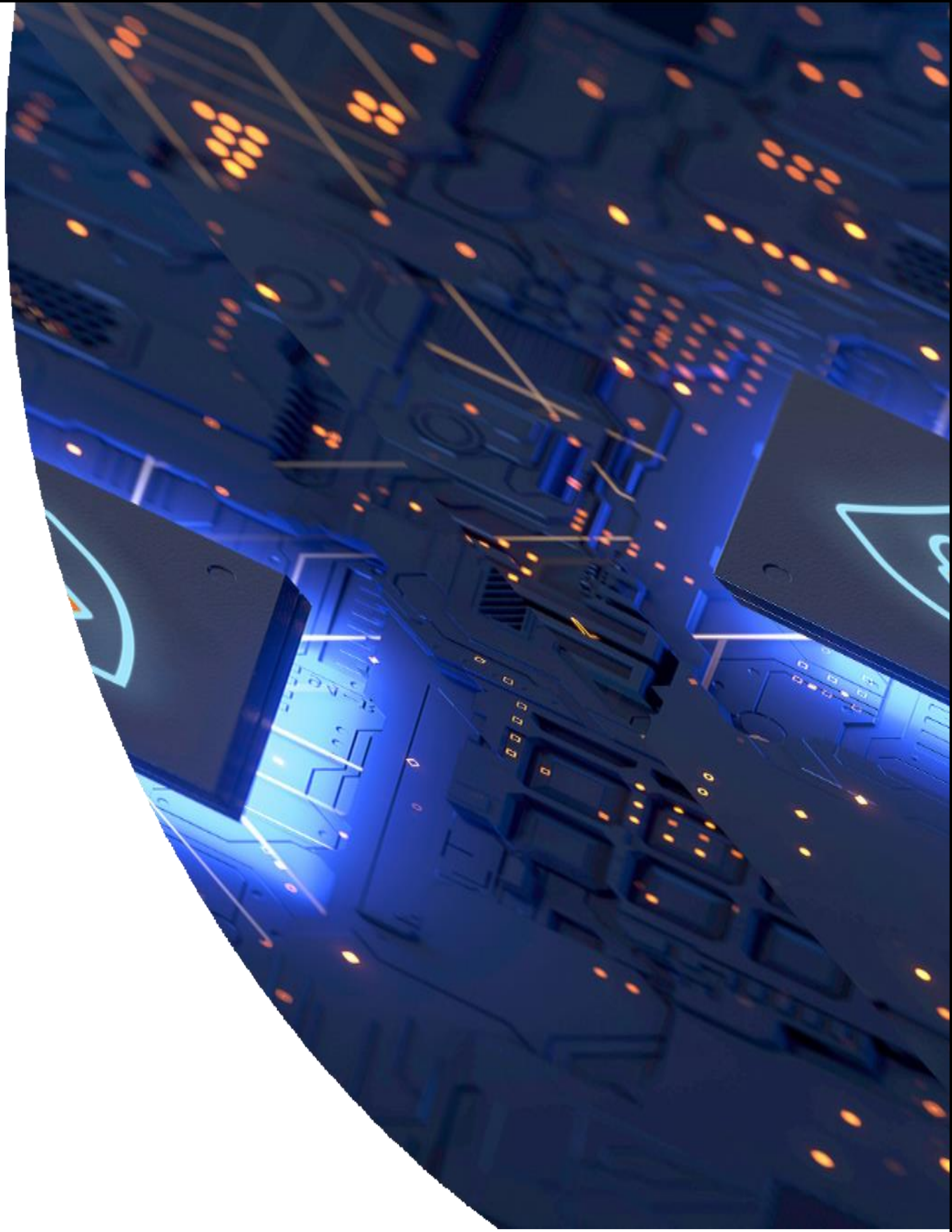
Benefits Of Citrix vs. RDP Solution

- Faster performance
- Stronger embedded security, never been hacked vs. RDP has
- WAN optimized protocol -better experience in poor bandwidth conditions
- Superior print capabilities - Universal Print Driver for "plug and play" capability especially as staff move around
- Higher resolution graphics & multi-monitor support

CETROM

Security Methodologies

- Perform & maintain two offline data backups using separate technologies
- Replicate your data backup to an independent SOC audited datacenter, AWS
- Deploy two separate AI-based security technologies
- Leverage intrusion detection & prevention
- Proactive monitoring of hardware & software
- Two-Factor Authentication for everything
- Regularly perform security audits of systems
- Work with two leading security firms to validate security methodologies



CETROM Compliance

- SOC 2 Type ll compliant (since 2012)
  - Company & Data Centers
- HIPAA compliant (since 2013)
- FIPS 140-2 compliant hardware and software (since 2001)

CETROM Characteristics

Hosting Strategies

- Only provider deploying AI-based security technologies 2x
- Direct access to US based senior-level engineers - 24x7x365
- Custom build each client environment - using dedicated servers
- Utilize best of breed technology to better serve clients
- Controlled growth model

White Glove Migration

- Dedicated Project Manager
- 150+ Point Migration Plan
- Testing Environment
- Staff Training
- Soft hand off
- Dedicated Client Success Manager

Firm Experience 2.0

For Your Team

- Getting to a single source of truth for client data
  - Manage documents
  - Client communication
  - Coordinate projects & engagements
- Improving team member productivity and experience
  - Mitigate employee burnout, resignations
  - Improve realization
- Right offerings to the right clients = services clients want & need

For Your Clients

- Helping clients personally and with their business needs
  - Margin/space/comfort
  - Planning
  - Focus
- Improving client collaboration means many things
  - Improving PBC, delivery
  - Seamless workflow with eSignature
- Making all involved money while using resources wisely

Think End To End – Portal/PBC

Core – "Must Haves"

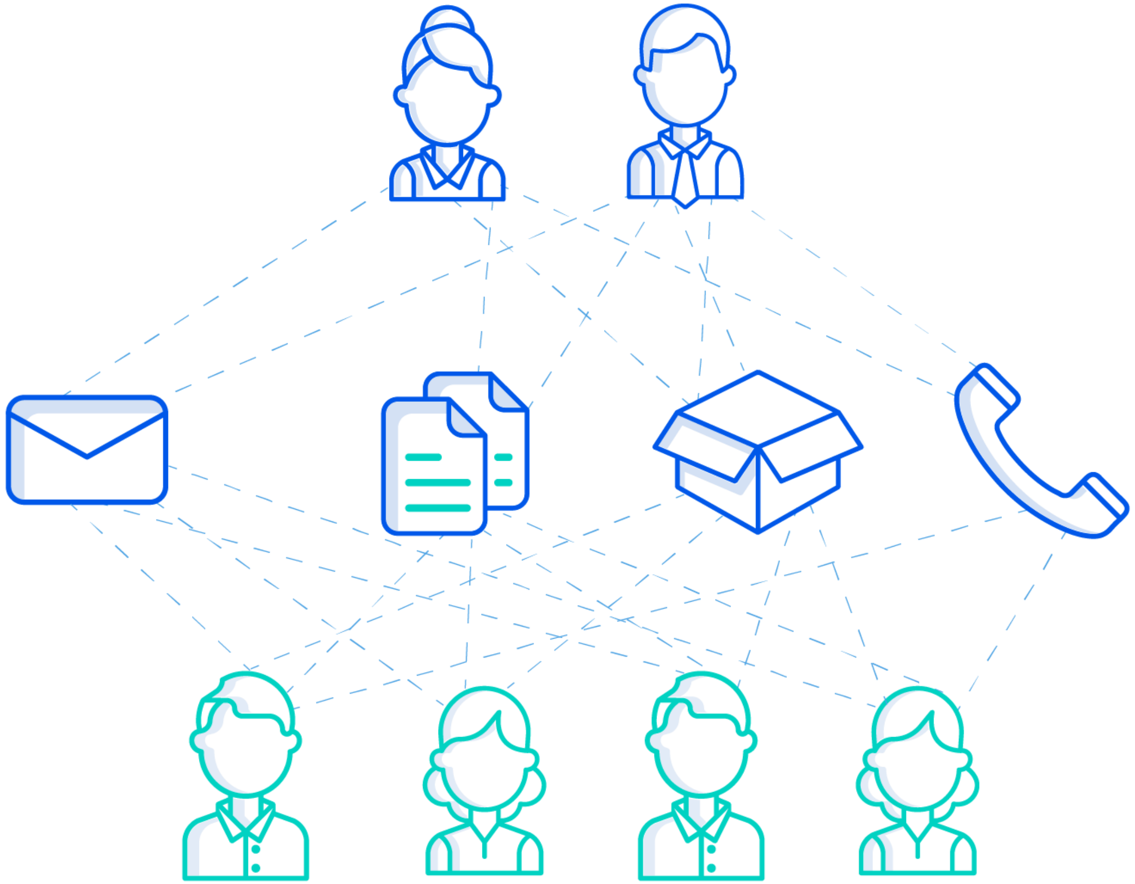
- Security
- Ease of use
- Client experience
- eSignature including KBA

Secondary – "Better to Have"

- Gather all engagement documents automatically
- Integration to PM/DMS/Tax
- Suite OR
  - Liscio
  - Suralink
  - TaxCaddy

Major Topics

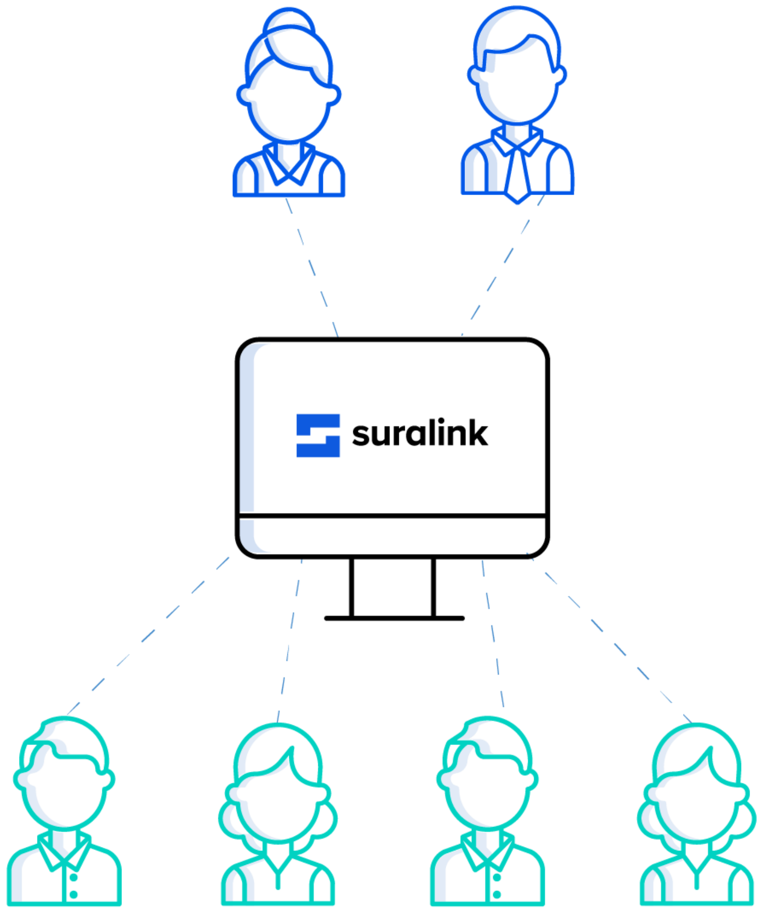
The Common Process



Problems & Frustrations

	FOR CLIENTS	FOR FIRMS
Inefficiency	• Email documents individually or in small batches • No way to track provided documents • Can't easily delegate or track requests	• Spreadsheets have to be manually updated • Team & client status updates take forever • Too much time spent organizing & chasing documents
Lack Of Visibility	• Unsure if they provided the right document • No visibility into overall engagement progress • No visibility into individual request timelines	• Request lists are constantly out of date • Partners, managers, & CFOs have limited visibility into the process • Unclear timeliness
Miscommunication	• Provide the same document multiple times • No easy way to communicate about individual requests • No way to organize documents	• Clients say everything is in the portal • Clients say they gave it to someone else • Firm makes duplicate document requests

The New Way



Solutions & Benefits

Improved Efficiency

- Increased efficiency and realization
- Streamlined experience for clients
- Each request has a due date and audit trail

Increased Visibility

- Firm members and clients are looking at the same list, in real time
- Partners & managers have full visibility into the process

Improved Communication

- No confusion on what documents have been requested, provided, or are still outstanding
- Ability to communicate on per request basis

Enterprise-grade security and compliance

SECURITY

Multi-factor authentication

Inactivity time-out

Encrypted third-party access

Access restriction by role or engagement

SSL AES 256-bit encryption

SSAE16 Type II SOC1, SOC2 compliant data centers

Recovery, backup, audit logs

COMPLIANCE

SOC2

GDPR

CCPA

ISO 27001

ISO 9001

ISO 14001

OHSAS 18001

Premium Plan Pricing

Multi-year and bulk-user discounts available

Standard	Premium
$27 /mo Per Firm User	$37 /mo Per Firm User
All Suralink features & functionality	All Suralink features & functionality
Request a Quote	Request a Quote
✓ Unlimited storage and file size	✓ Unlimited storage and file size
✓ Unlimited engagement and requests	✓ Unlimited engagement and requests
✓ Unlimited client users	✓ Unlimited client users
✓ Firm training and live support	✓ Firm training and live support
✓ No setup fees	✓ No setup fees
✓ Custom branding	✓ Custom branding
API & SSO	✓ API & SSO
Advanced automation	✓ Advanced automation
IP restriction	✓ IP restriction
Domain restriction	✓ Domain restriction
Export client page	✓ Export client page

Client Experience

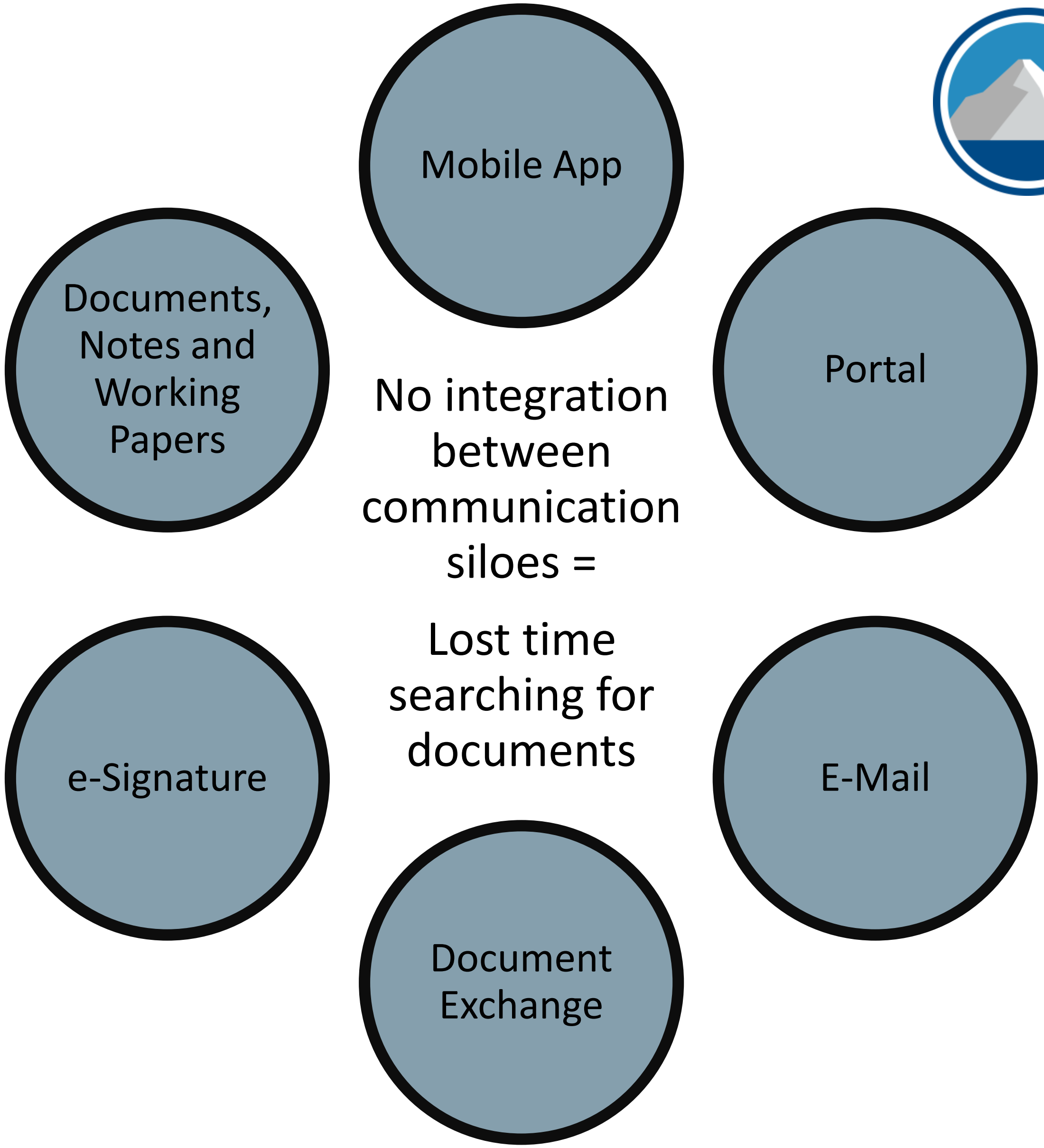
What Has It Been?

- Disconnected
- Multiple channels
  - Email
  - Text
  - Portal
- Scan and email files

What Should It Be?

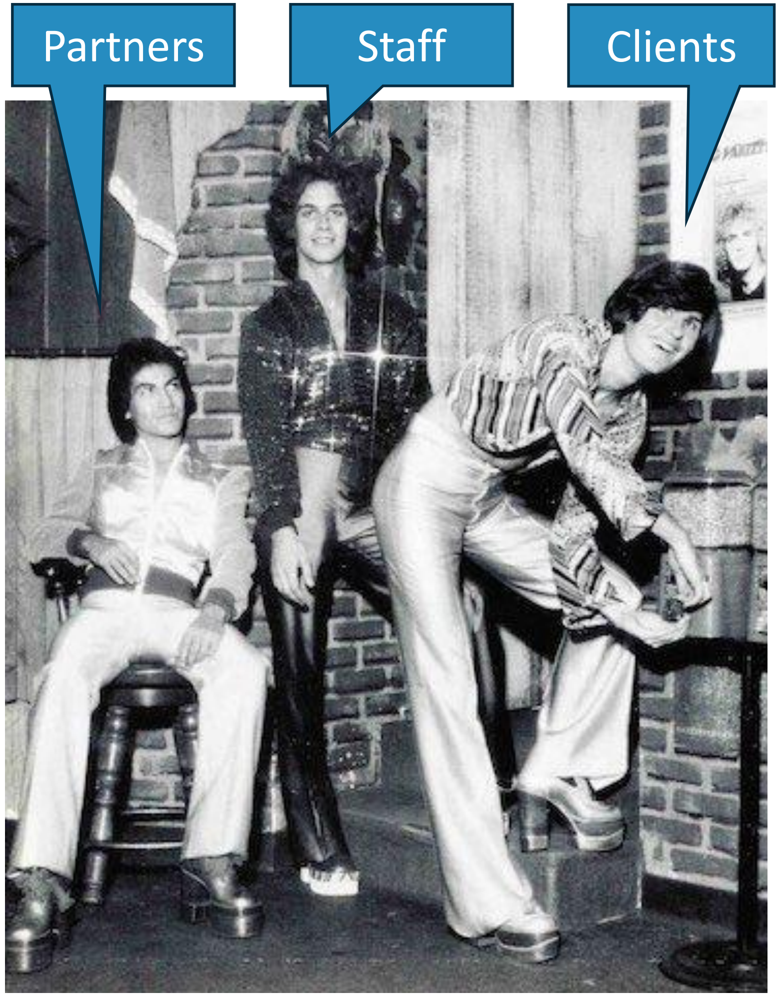
- Collaborative
- Single method to handle
  - Email
  - Text
  - Client Interactions
- Attach files in mobile app or browser

The Communication Octopus – Multiple Siloed Client-Facing Communication Channels



Everyone Is On The Same Platform

- Everyone is on the same Platform
  - Partners/Staff
  - Clients
- The tasks are tracked and files exchanged on the same platform
  - PBC documents
  - E-signature
  - Deliverables
- Real time communication is expedited with mobile connectivity



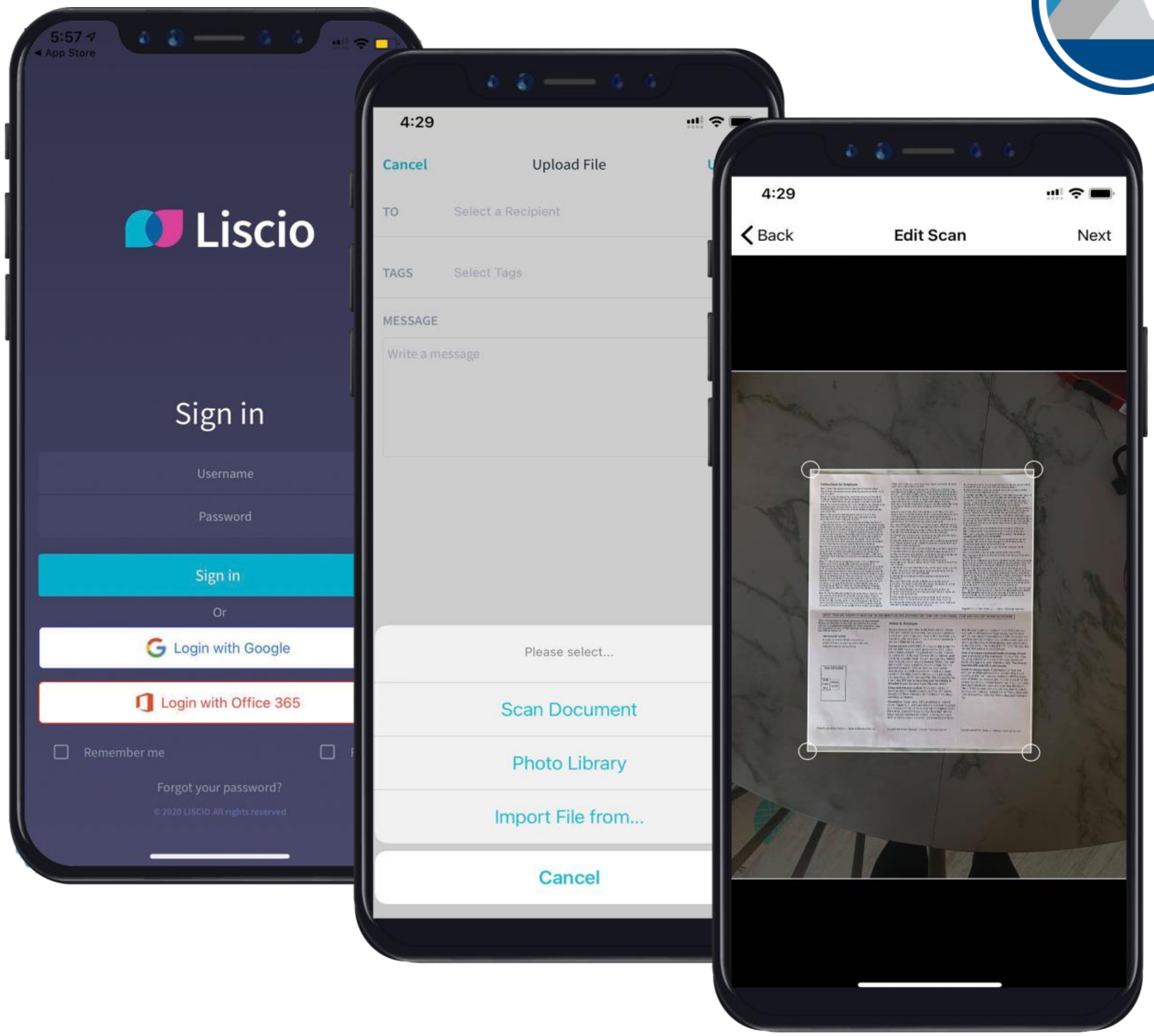
Client Experience

Old Way	New Way
• Scan and email files	• Take picture, converted to PDF
• Documents scattered	• Documents gathered
• Structured by folder	• Structured by client
• Located by search	• Located by classification or name
• Names somewhat random	• Tags used to classify documents
• Disjoint	• Integrated
• Difficult	• Easy

Taming The **Communications Octopus** While Breaking Down Barriers For Each Silo With **Liscio**

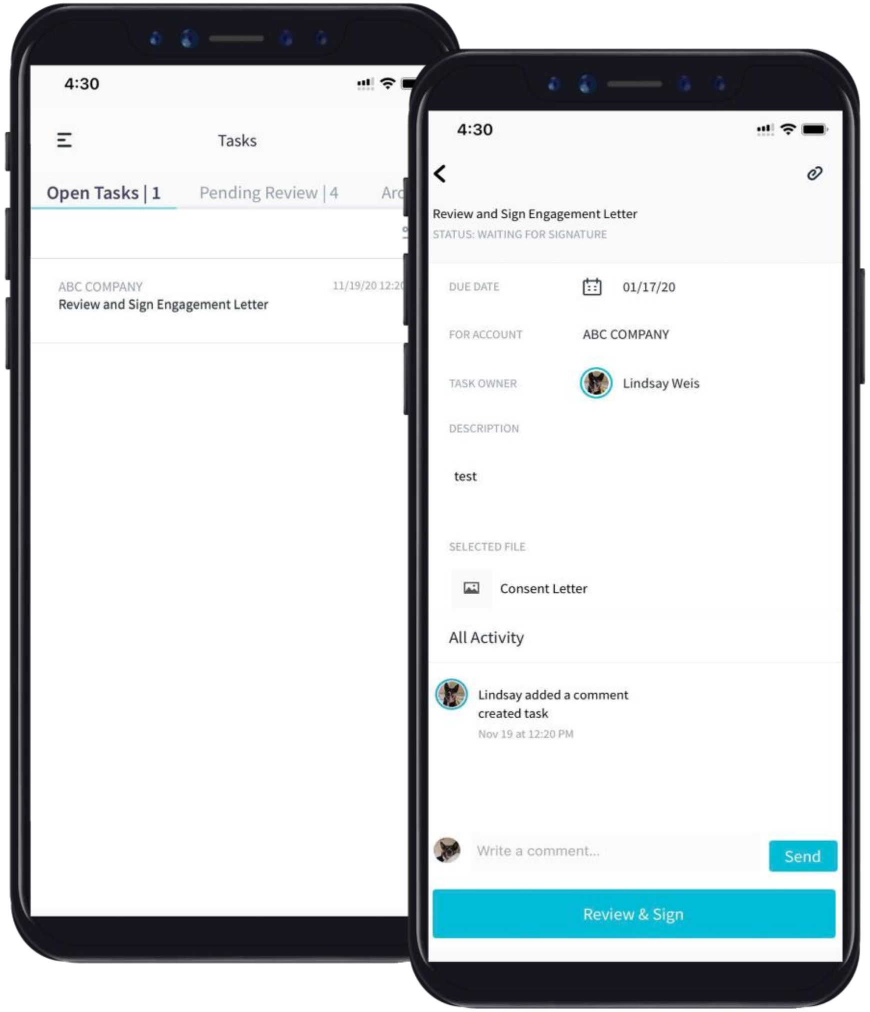
Liscio Scanning Capability

- Converts pictures from cell phones to PDF
- One Step for clients
- Ready to use PDF for team members



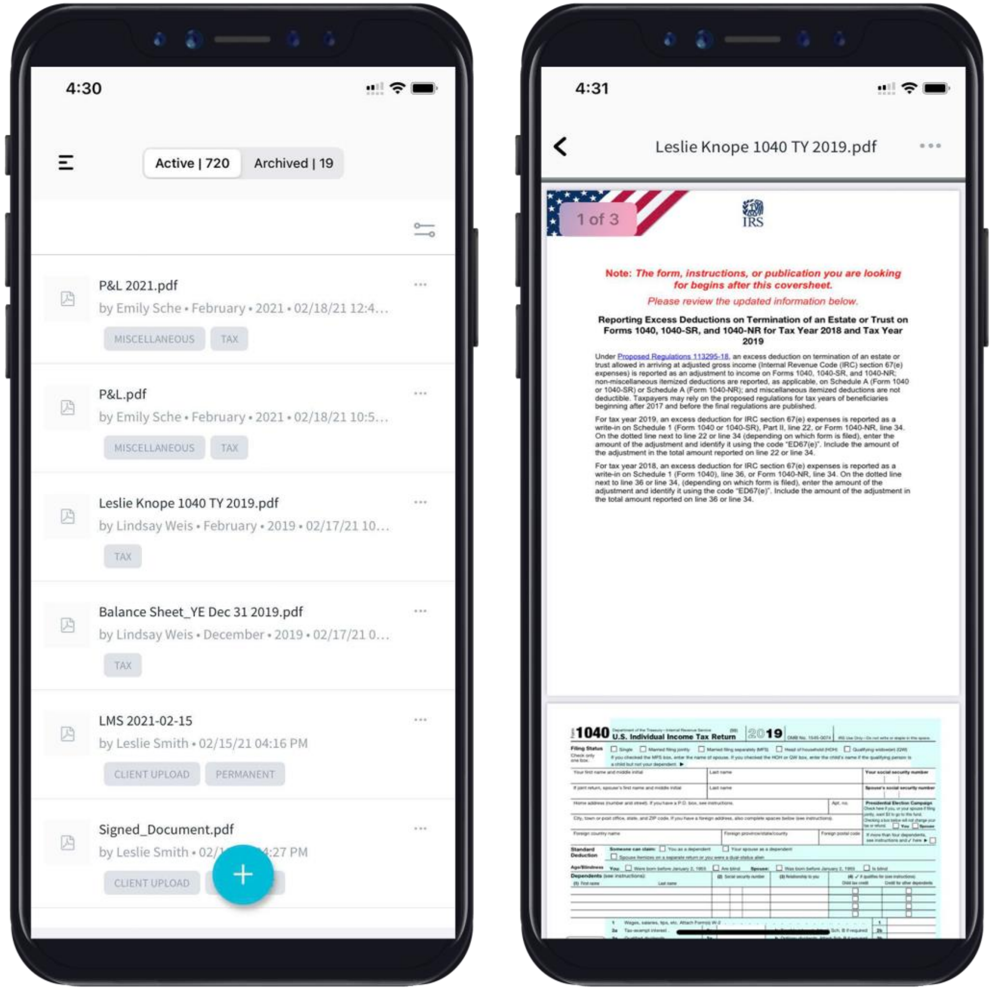
Liscio To Do List

- Shows open items to client
- Visibility by all team members
- Notifications to client and team



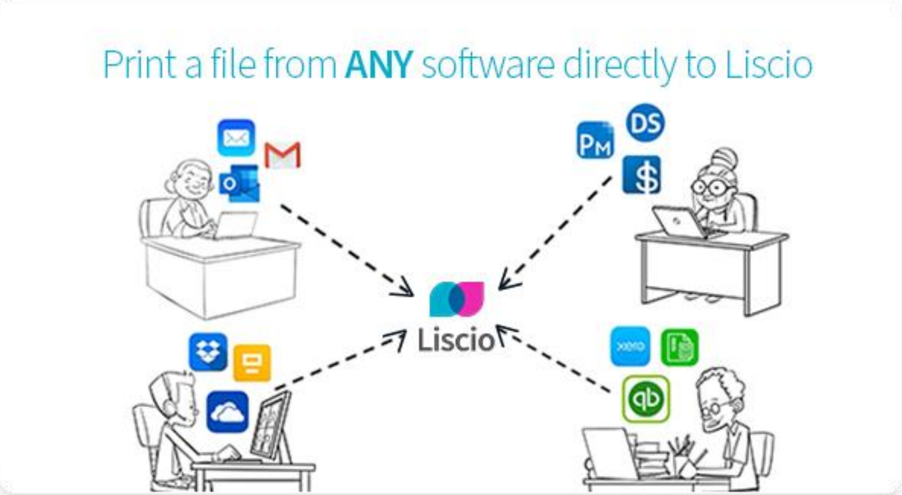
Liscio Files Section

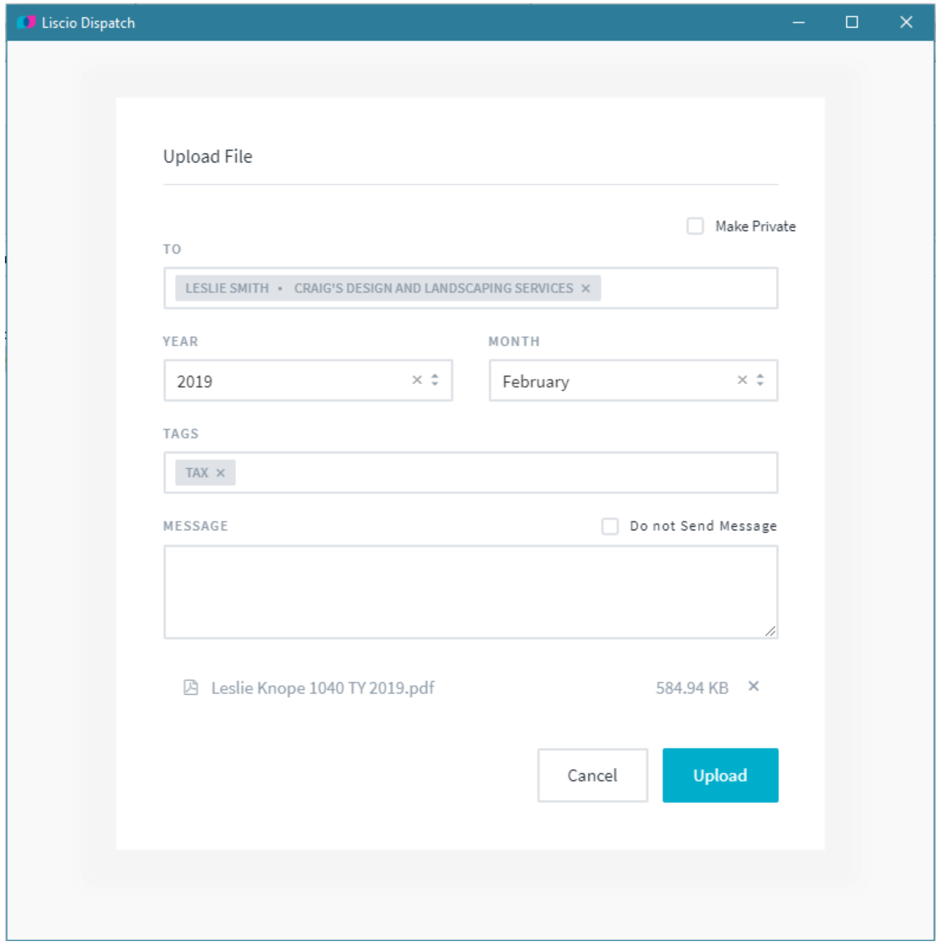
- Completed engagements
- No charge for storage
- No charge by client



Liscio Dispatch

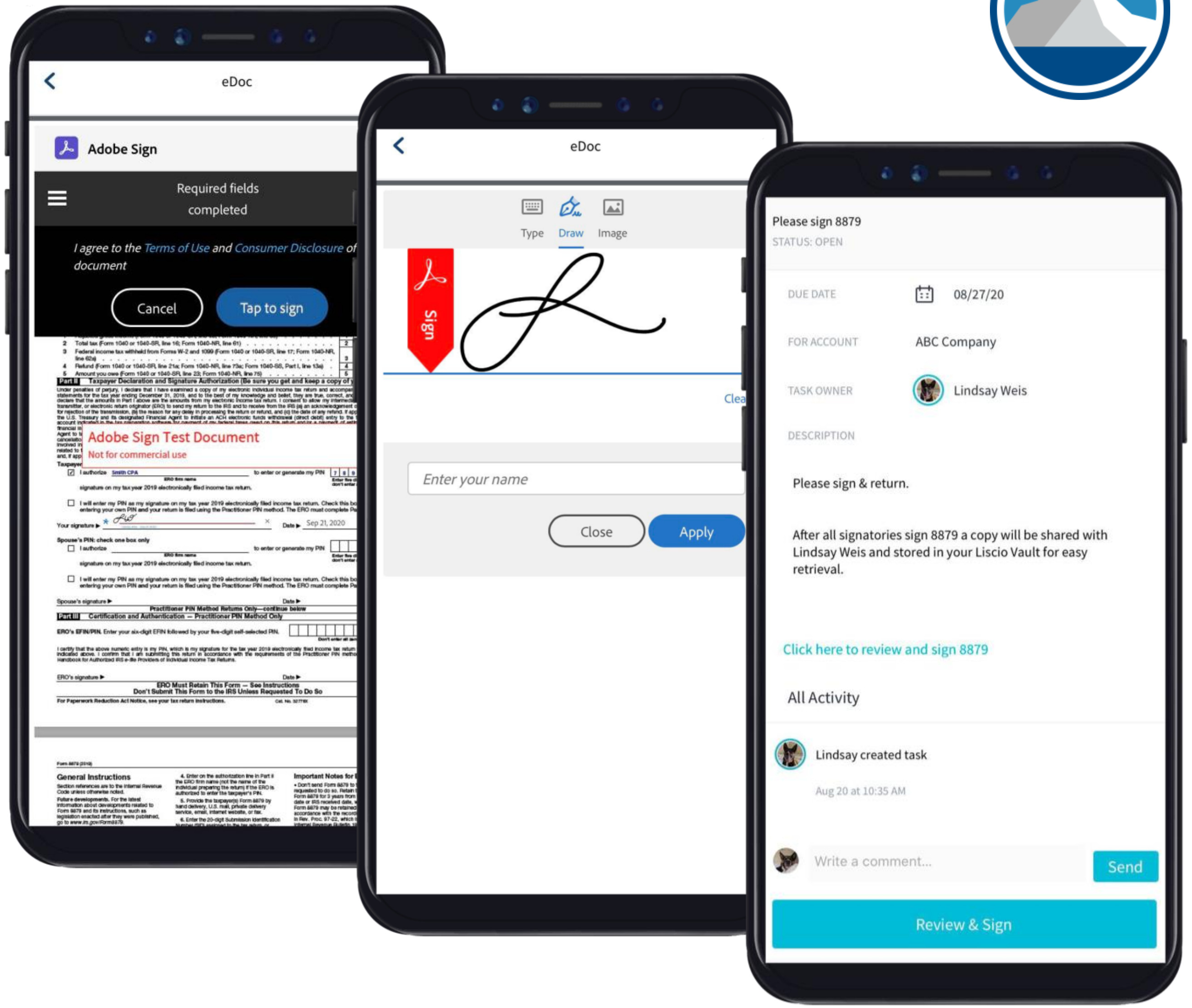
- Integrated
- If you can print, you can use Dispatch



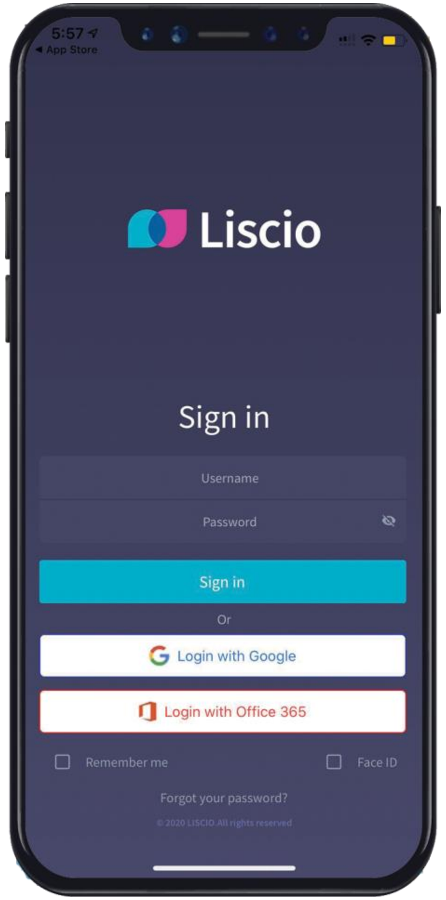


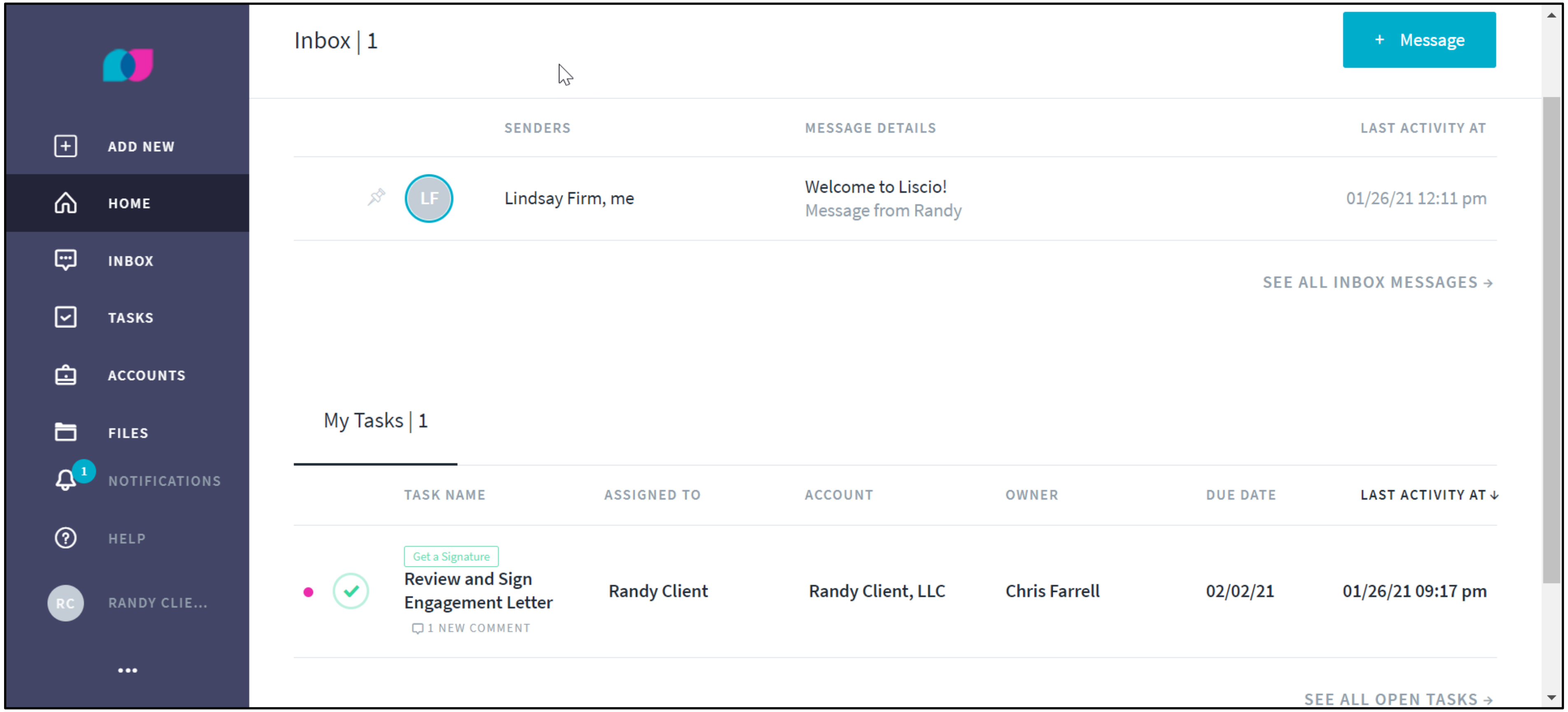
Liscio eSignature

- Works on Any Device
- Knowledge-Based Authentication



Liscio Client Collaboration=Client Experience 2.0





cPaperless SafeSend Returns

Cost Effective

Firms lose thousands of dollars each year sending paper returns. With SafeSend Returns automation, you will save money by reducing the man hours and save the cost of supplies like paper, toner, and postage associated with mailing paper returns!

Time Saving

Automated tax return assembly and delivery can save your firm precious hours each tax season. What will you do with all the extra time SafeSend Returns affords you?

Happier Employees

Comprehensive reporting, tracking, automated K-1 distribution and Form 8879 e-sign means your staff is not hurried, less stressed and free to grow with higher level projects.

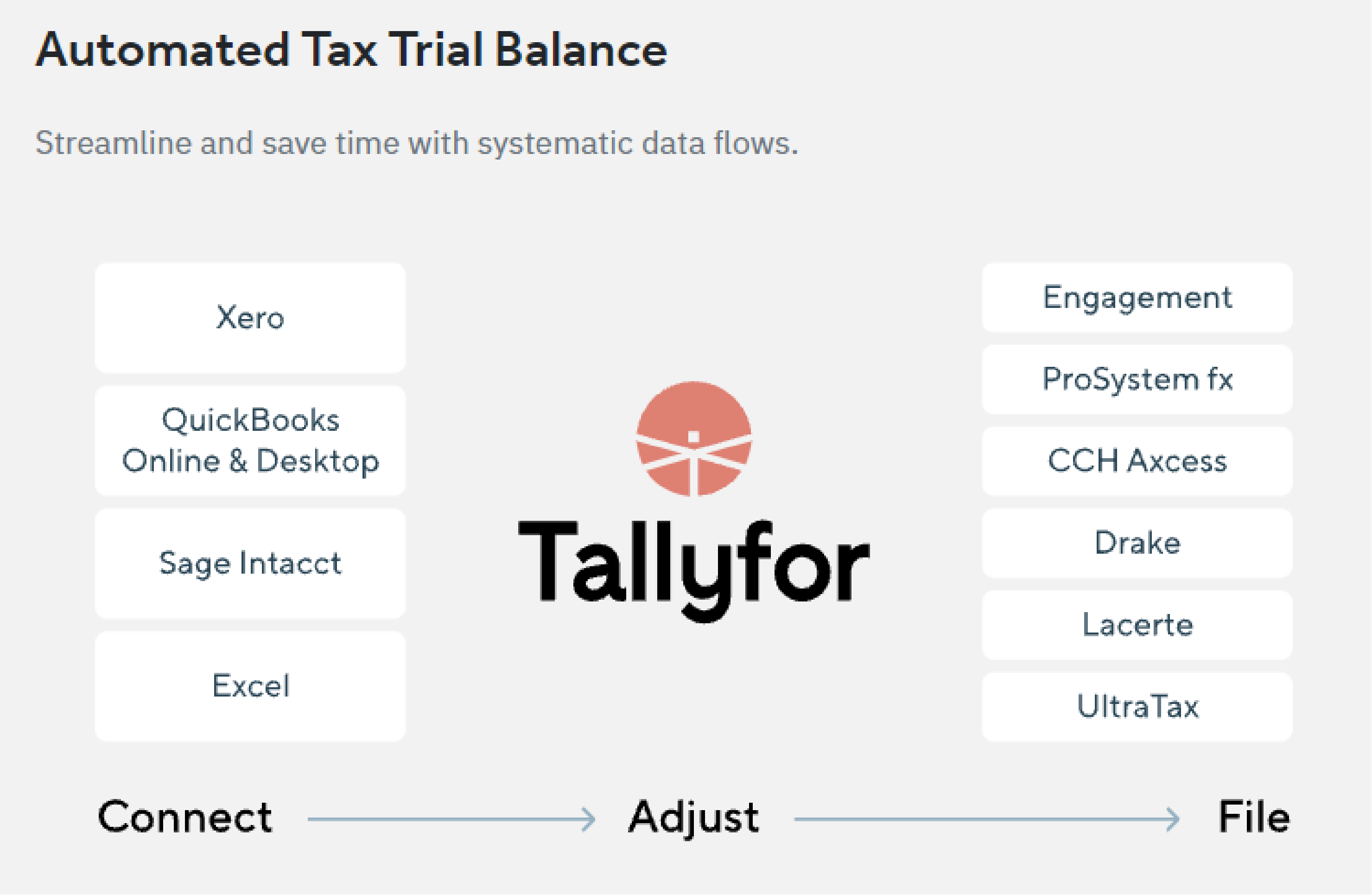
Best Client Experience

Clients love SafeSend Returns ease of use and Form 8879 e-sign, but quarterly reminders for payment vouchers and electronic K-1s sent to shareholders/partners can make them clients for life.

Ease Of Interaction- e-Signature

- Adobe Sign
- DocuSign
- CCH (OEM-Assure Sign)
- Doc.It (OEM DocuSign)
- cPaperless SafeSend Suite/Returns/Exchange/Signatures (OEM Adobe Sign)
- Liscio (OEM Adobe Sign)
- Right Signature (Citrix ShareFile)
- Thompson (OEM Adobe Sign)
- Zoho Sign (but cannot use with 8879)
- Hello Sign (but cannot use with 8879)

Tallyfor Automated Tax Trial Balance



Sustainability

Why Sustainability?

- Economic growth
- Health - Your employees benefit from healthier and safer working conditions
- Clean energy - Better for the environment
- Improve your bottom line
- Can be positioned as a competitive advantage
- Three pillars: Environment, Social, and Economic

Does It Matter To Your Firm?

- Reduce paper use
- Dry erase instead of paper charts
- Filtered water instead of plastic bottles
- Eliminate Styrofoam
- Sustainable eating habits – Community Supported Agriculture (CSA)
- Buy condiments in bulk
- Chemical free cleaning
- Recycle and compost

Diversity

Why Diversity?

- Equity and inclusion is just as important as diversity
- Contributes to creativity
- Better business performance
- Improved reputation
- Improves client experiences
- Improves employee engagement
- Three pillars: Diversity, Equity, and Inclusion

Does It Matter To Your Firm?

- Department of Labor Guidance
- Tax incentives for employers
- CIO 8 culture practices includes
  - Sense of belonging
  - Empathetic leadership
- Harvard Business Review notes identities of origin, growth, aspiration

Business Development Tools

- Cloud Capture, Client Sense with Symphony CRM
- FibreCRM
- Zoho CRM
- Levitate
- Marketing by Numbers
- HubSpot
- Highrise
- Infusionsoft
- Redtail CRM
- SugarCRM
- Salesforce

Proposal/Engagement

- Amelio by HKMP
- Bookgel
- Knuula
- Ignition
- Proposable

Major Topics

PUBLISHER UPDATES

Note The Changes Made By These Companies - Innovative

- Anduin
- April Tax
- AuditMiner
- BooXkeeping
- Corpay One
- Corvee
- Digilence
- Fieldguide
- Knuula
- Ledgible
- Liscio
- Once Accounting
- Suralink
- Tallyfor

Note The Changes Made By These Companies - Reliable

- Canopy
- CETROM
- Clarity Practice Management
- CPA.com
- Fujitsu
- NMGI
- SmartVault
- TPS
- Hg Capital
  - CaseWare
  - Dext
- Intuit
- IRIS
  - AccountantsWorld
  - Doc.It
- Wolter Kluwer
- Thomson Reuters
- Zoho

What's New with Thomson Reuters, WK/CCH, Intuit?

- TR and WK have both done a reorg. For example, TR
  - Has moved from 102 locations worldwide to 46
  - Customer support locations have consolidated from 99 to 77
- Intuit discontinues online payroll 12/31, 2019 products 5/31
- QuickBooks Desktop is available only by subscription now
- Intuit acquires MailChimp
- Intuit launches QBO Advanced desktop app for Windows

Major Topics

Tax & Accounting Professionals
Change Program Will Improve Customer Experience & Accelerate Growth

Organic Revenue Growth Drivers

Onvio / UltraTax	**Grow our premium tax solutions & launch Onvio** • Will drive cross-sell migration & new customer acquisition
Cloud Audit Suite / Confirmation	**Drive integration & client collaboration** • Will bring increased value to audit customers • Further accelerate Confirmation adoption
Dominio	**Accelerate Onvio localization in Brazil** • Will drive new sales & up-sell • Will expand capabilities through partnerships & integrations
Checkpoint Edge	**Continue to add-value & differentiate with premium content driven by AI**

+ PLUS

Benefits of Transition to Operating Company

- Digital as a significant contributor to sales & renewals & Improved Customer Experience
- More targeted, integrated set of products, modular entitlement & single customer ID that drive valuable outcomes for customers
- Secure, modernized & simplified technology architecture & operations
- Self-replenishing pipeline of world-class internal talent

Targeting Revenue Growth of 6-8% by 2023 with Significant Margin Expansion

Tax & Accounting

Organic growth +6%; margin decline reflects increased investment to support growth in cloud-based software

€ million	2021	2020	Δ	Δ CC	Δ OG
Revenues	1,510	1,431	+6%	+7%	+6%
Adjusted operating profit	430	431	0%	+2%	0%
Margin	28.4%	30.1%			

Δ: % Change; Δ CC: % Change in constant currencies (€/$ 1.14); Δ OG: % Organic growth.

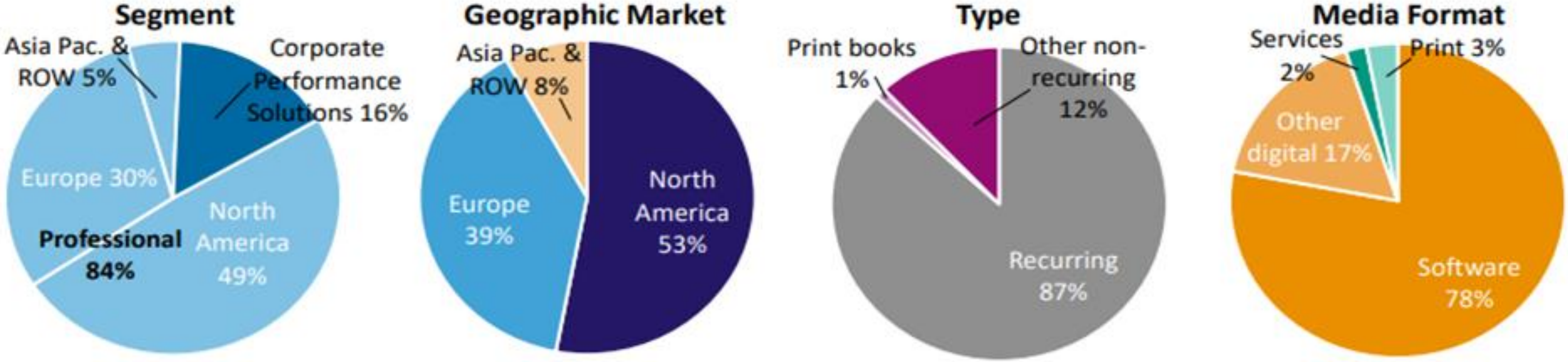
Corporate Performance Solutions

- Revenues up +10% organically, led by CCH Tagetik
- CCH Tagetik and TeamMate cloud software revenues continued to grow strongly

Professional Tax & Accounting

- Revenues up +5% organically, driven by renewals and upgrades for cloud-based solutions
- U.S. publishing business saw an improvement in print books and training revenues

Revenues by:



Delivering an innovative customer growth platform

Accelerating vision to be the source of truth for small and mid-market businesses

mailchimp

Get your business online
- Shoppable pages
- Web store
- Website builder
- Appointment scheduling

Market your business
- Behavioral targeting
- Personalized marketing
- Creative assistant
- Organic social & ads

Manage your customer relationships
- Audience analytics dashboard
- Customer segmentation
- Customer lifetime value analysis
- Multi-channel communication platform

intuit quickbooks

Payments and expense
- Invoicing
- Recurring Billing
- In-person
- Term Loan
- Bank Account**
- Bill Pay*

Human capital management
- Payroll
- Time Tracking
- Insurance and Benefits*
- HR Expert Support*

Accounting and compliance
- QBO & QBSE
- QBO Advanced
- QB Live
- QB Live Setup & Cleanup

Customer data and purchase data brought together creates actionable insights and opportunities for small business and mid-market growth

*QuickBooks offers bill pay, insurance, benefits and HR expert support through partners.

****QuickBooks and Intuit are a technology company, not a bank. Banking services provided by our partner, Green Dot Bank**

What Else Is New?

- April Tax announced 1/18/22
- IRIS acquires AccountantsWorld 12/30/2021
- Sage to acquire BrightPearl retail management system
- Sage acquires proposal automation tool GoProposal
- Xero acquires Locate Inventory, stops selling Locate's solutions, and discontinues all existing products after 10/10/2022 (!!!)

Major Topics

Trend: Private Equity Investment

- New Mountain Capital has acquired a majority interest in Top 25 firm Citrin Cooperman
  - Second major large firm to take PE (EisnerAmper, 2021)
  - Accenture, Protiviti, many others have done for decades
- Strategy is to split off attest from advisory, tax, consulting
- Will staff work as hard if there is no carrot in front of them?
- How will these firms create value for clients where the intellectual property is captured for their owners?

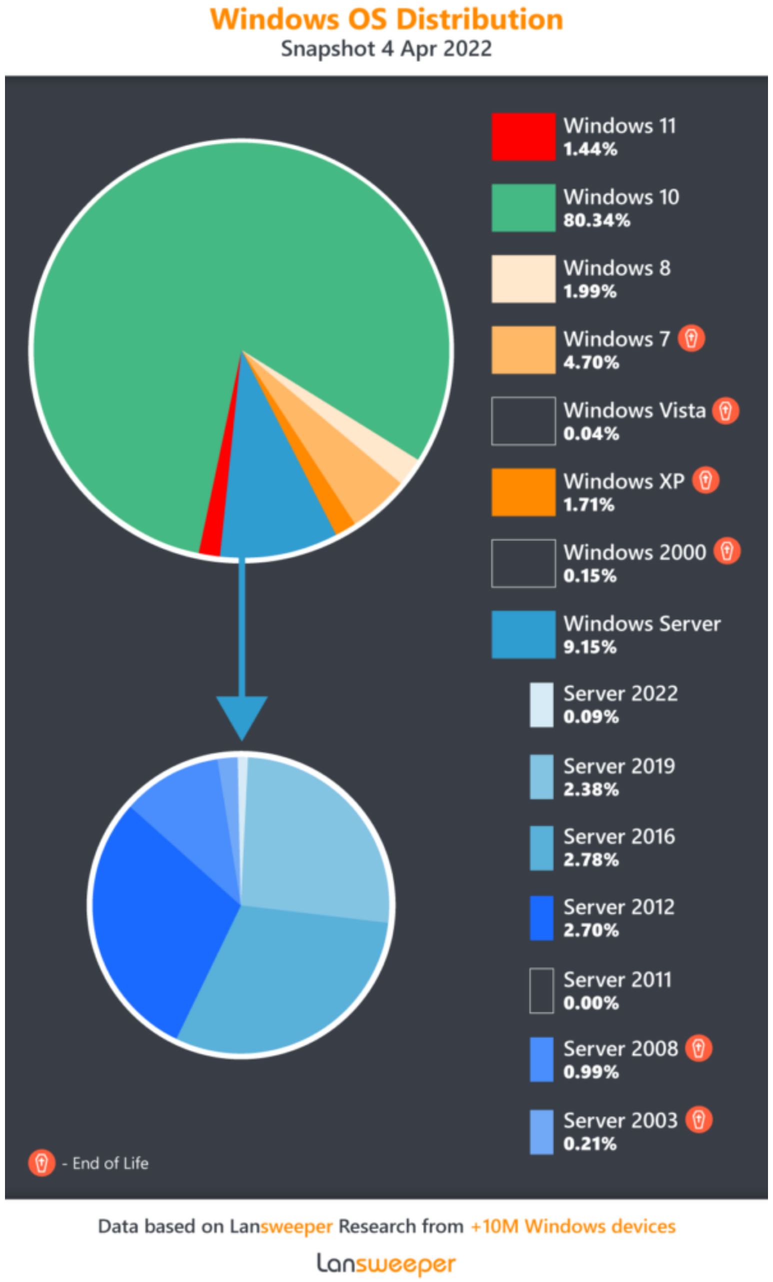
Microsoft Updates

Windows 11

- Microsoft recently completed their worldwide rollout of W11 (ho-hum, it went well)
- LANSweeper: More running Win XP, 7, 8 than W11 (1.44%) (story)(data)
- Smart App Control will enhance security, but will require a PC reset

Windows 10

- W10 21H2 now available for all
  - W10 Support: 30 mo. entity, 18 mo. Pro/Home



Windows 11 Support Statements

- **CCH**: "we do not anticipate officially supporting the new operating system for the 2021 filing season"
- **Thomson Reuters**: Supports Windows 11 in UltraTax, but W11 not listed as supported for VOCS
- **Intuit**: (QBD)(Lacerte)(ProSeries): Lacerte/ProSeries explicitly support W11, QBD doesn't yet
- **Drake**: W11 supported for 2020/2021 returns only

Microsoft Updates

Windows 11

- Patch pace is slowing, beginning to stabilize
- What’s new in Win11 for Admins
  - Integrated Teams (personal for now)
  - Integrated Power Automate for Desktop
  - Windows Hello for Business - Passwordless login supports more devices
  - Android emulation is coming (allegedly)
  - Windows Autopilot- can setup, pre-configure new devices with policies, apps when users login with their org account

Microsoft 365

- Price increased March 1
  - Microsoft 365 Business Premium (from $20 to $22)
  - Office 365 E1 (from $8 to $10)
  - Office 365 E3 (from $20 to $23)
  - Office 365 E5 (from $35 to $38)
  - Microsoft 365 E3 (from $32 to $36)

Major Topics

SOFTWARE UPDATES

Products By Category

- Practice Management
- Document Management
- Tax
- Audit
- Workflow
- Payments
- Portals
- eSignature
- Pre-Accounting
- Client Accounting Services
- Advisory

Practice Management/Billing

- Suite choice or
- Canopy
- Clarity Practice Management
- Karbon
- TPS Cloud Axis

- AccountingWeb Overview

Skip PM Intro

Time And Billing

- All the features and functions any accounting practice needs to easily track and bill their firm's time
- Complete Time, WIP, AR
- Time in both manual, clock and calendar input
- Billing in simple quick bills to very detailed bills with individual mark up/down options
- Delivery methods from simple printed invoices to email options as well as portal with online payments included
- Simple after the fact payments or online bill payments
- Reports that permit firm accounting to full employee and client productivity and profitability

Practice Management

- All the features and functions in time and billing plus
- Practice management is designed to help firms pull together all the disparate elements the firm needs
- Client information now functions more like a CRM
- Records all emails, phone calls, letters, and other interactions
- Allows the firm to be proactive with client notifications, organizers, follow-up dates
- Includes a client portal not just for payments but documents with signatures and folders for the same

So Why Doesn't Every Firm Use T&B And PM?

- Partners might believe it will take too much of the staff time to set up and manage daily
- Some have no idea where to start
- Some get started but get overwhelmed, they are Accountants not systems people
- Some do the absolute minimum and get frustrated as it is not giving them the expected results

Workflow & Practice Management

- Workflow is an integral part of Practice Management
- It incorporates the simple to the complex
- Managing due dates for all the deadlines faced
- Scheduling who does the work and when
- Monitoring the status of the jobs worked on
- Managing the staff that does the work

If Practice Management Is Easier

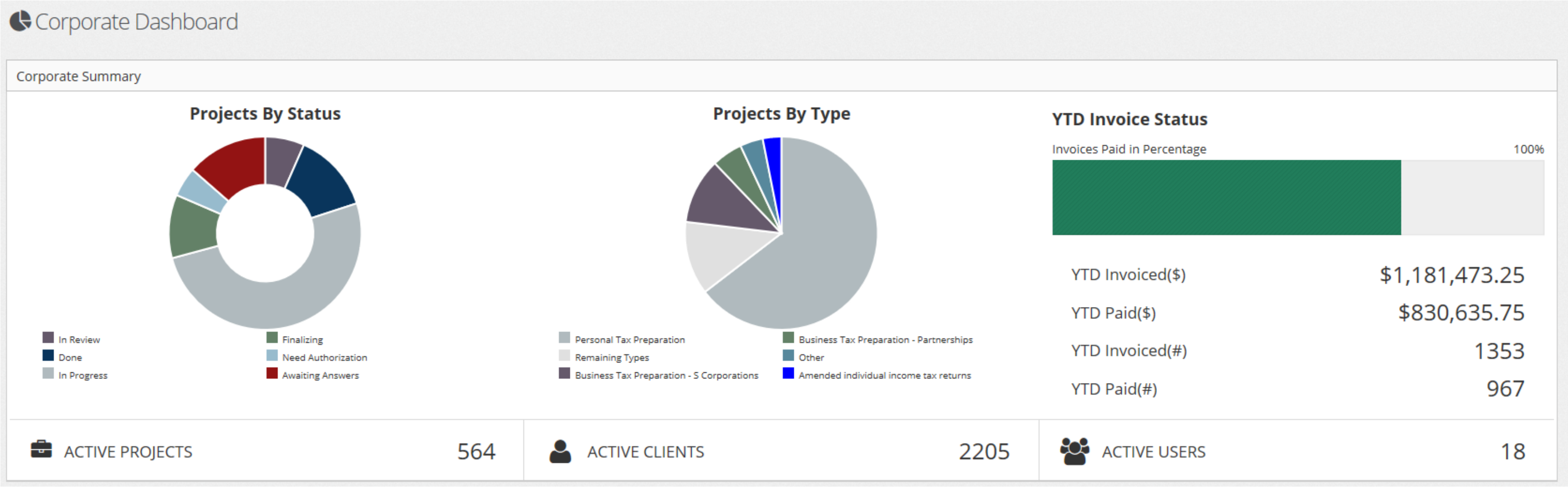
- Employees will use it
- Managers will see the results
- The firm benefits
- The clients are happier
- The firm will profit!

Clarity Practice Management

- Client-centric practice management
- Grow the value of your firm while significantly reducing burdensome (non-billable) practice management tasks
- Real-time visibility into tax, audit, or accounting engagements while covering everything from the first meeting through completion, virtually
- With visibility into each engagement comes a sense of control and, in today's on-demand marketplace, clients must be put in the driver's seat – being served how, when, and as they want
- A meet-to-complete business model means professional services can be delivered conveniently

Clarity Practice Management

- Save Time & Money
- Engage with your clients
- Improve Staff Productivity
- Grow your practice



Clarity Implementation Services

- The Clarity Success Package Includes:
  - Making the best setup choices for your firm,
  - Creating project types, workflows, and templates for your core services,
  - Creating custom e-mail notifications for clients,
  - Setting up staff access and security,
  - Training for you and your staff,
  - Importing your client contact information,
  - Collecting and entering information on existing projects,
  - Announcing your adoption of Clarity to clients,
  - Ongoing advice and assistance for your first year on Clarity.

Canopy Practice Management

- Streamline Your Process
- Keep Your Team Organized
  - Project management
  - Cloud-based document management
  - Customer relationship management (CRM)
  - Communication
  - Automated follow-up
- Create a Connected Client Experience
  - Client portal
  - Secure file exchange
  - E-sign
  - Payments

- Tax resolution
- Notices
  - Dashboard
  - Library
  - Step-by-step task lists
  - Letter templates
- Transcripts
  - Fast retrieval
  - Easy to read reports
- Collections
- Other post-filing cases

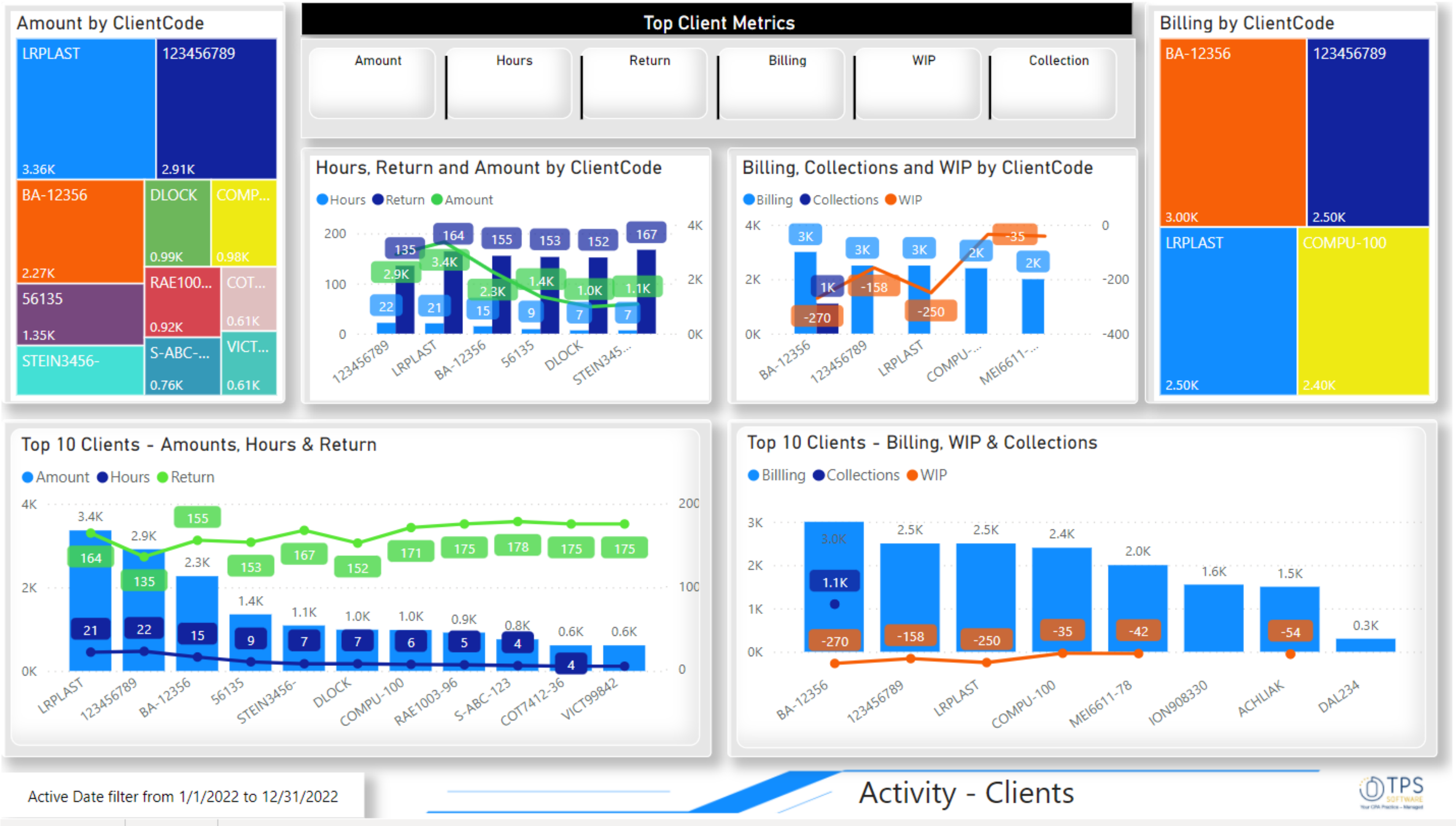
canopy

TPS Software Inc

- TPS understands the professional market and designed their PM exclusively for professional accountants
- TPS has been serving professional accountants for more than 20 years in the USA and Canada
- TPS has been at the forefront of technology since its inception and continues that today
- TPS is responsive to the needs of its clients
- TPS Support is considered one of the best in the industry

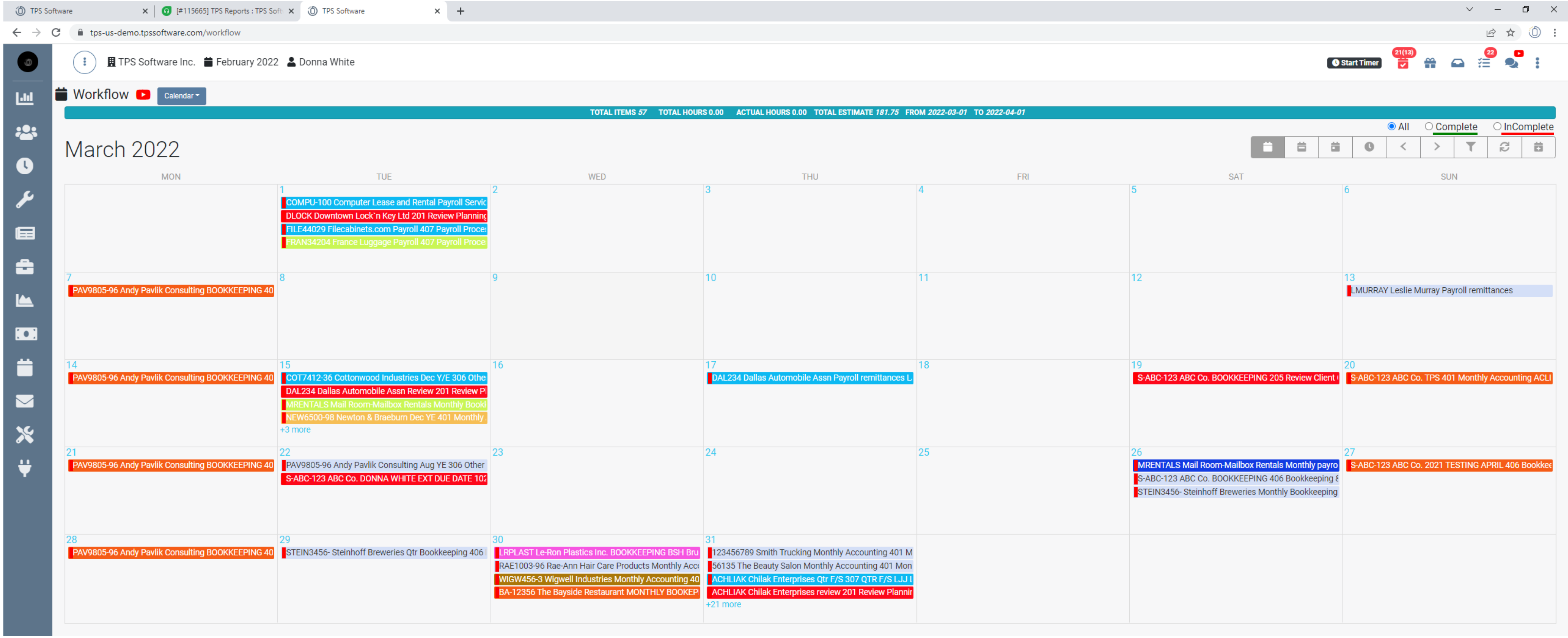
TPS SOFTWARE
Your CPA Practice – Managed

New Dashboard This Year Power BI

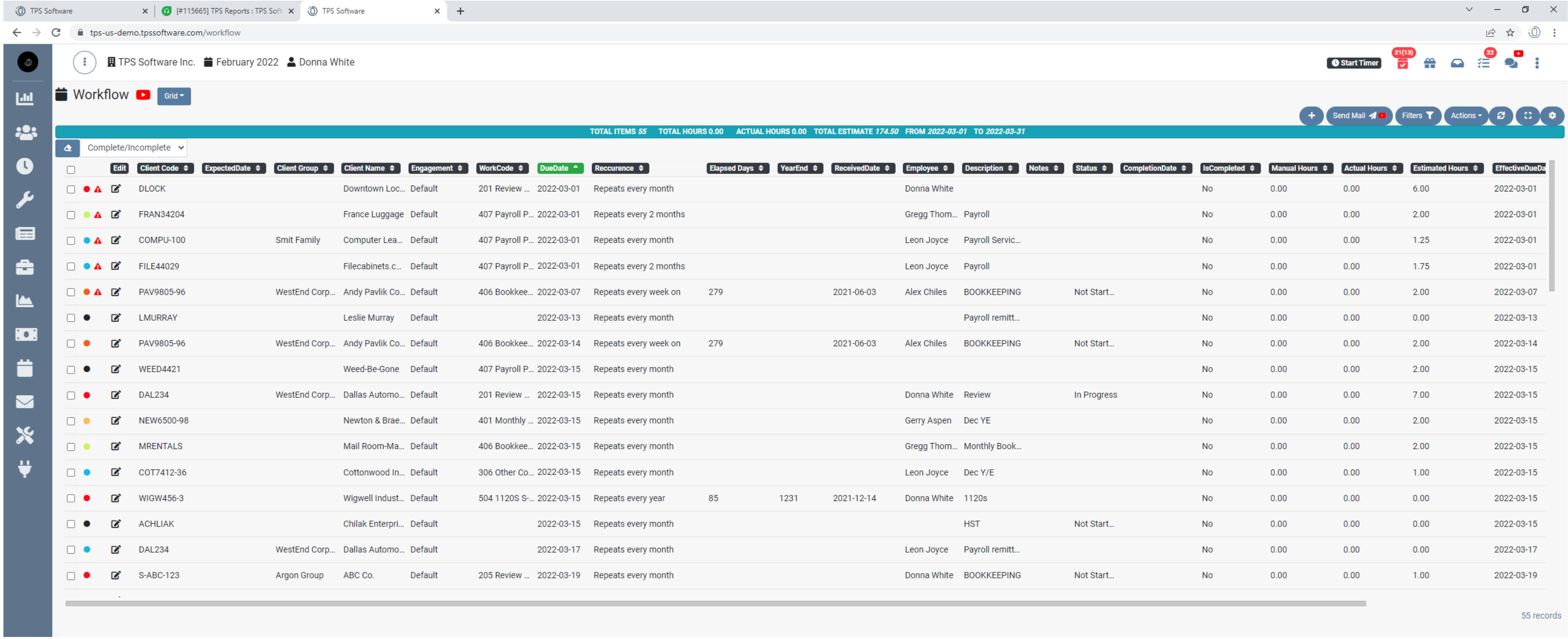


Highly Visual Workflow At A Glance

Each Color Is A Staff Member



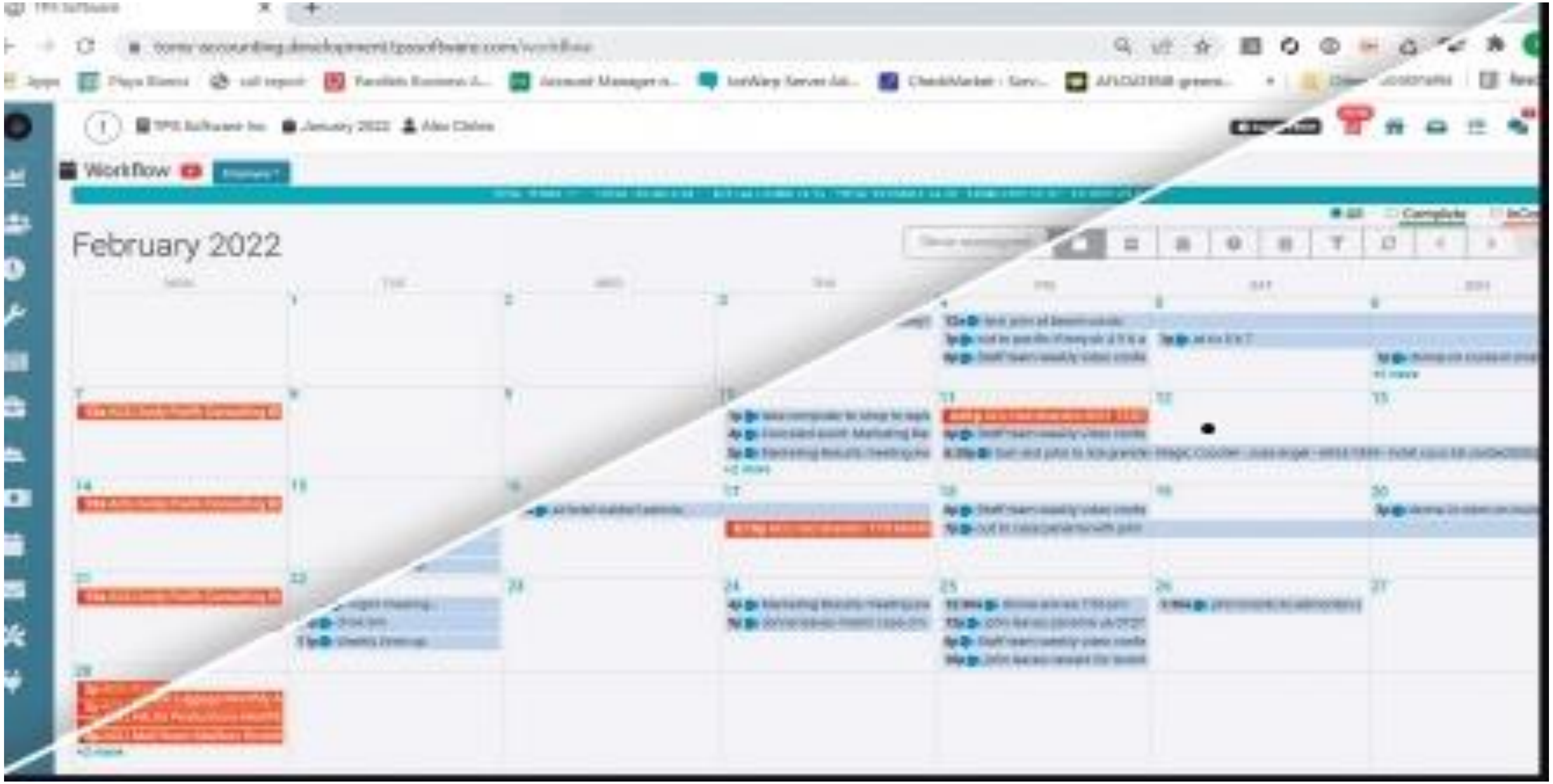
Workflow Traditional ‘Excel’ Style



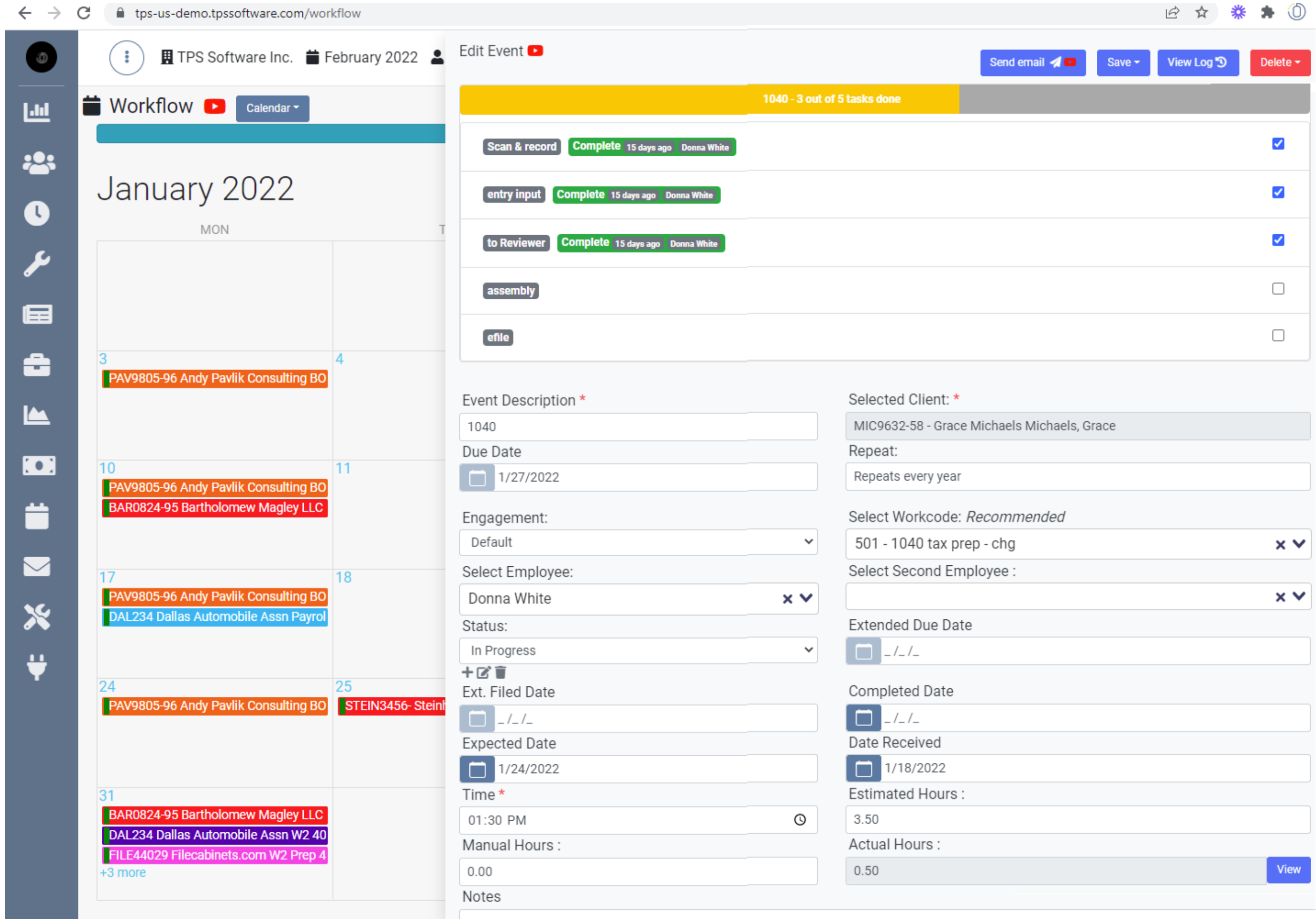
Client Code	ExpectedDate	Client Group	Client Name	Engagement	WorkCode	DueDate	Reccurence	Elapsed Days	YearEnd	ReceivedDate	Employee	Description	Notes	Status	CompletionDate	IsCompleted	Manual Hours	Actual Hours	Estimated Hours	EffectiveDueDa
DLOCK			Downtown Loc...	Default	201 Review ...	2022-03-01	Repeats every month				Donna White					No	0.00	0.00	6.00	2022-03-01
FRAN34204			France Luggage	Default	407 Payroll P...	2022-03-01	Repeats every 2 months				Gregg Thom...	Payroll				No	0.00	0.00	2.00	2022-03-01
COMPU-100		Smit Family	Computer Lea...	Default	407 Payroll P...	2022-03-01	Repeats every month				Leon Joyce	Payroll Servic...				No	0.00	0.00	1.25	2022-03-01
FILE44029			Filecabinets.c...	Default	407 Payroll P...	2022-03-01	Repeats every 2 months				Leon Joyce	Payroll				No	0.00	0.00	1.75	2022-03-01
PAV9805-96		WestEnd Corp...	Andy Pavlik Co...	Default	406 Bookkee...	2022-03-07	Repeats every week on	279		2021-06-03	Alex Chiles	BOOKKEEPING		Not Start...		No	0.00	0.00	2.00	2022-03-07
LMURRAY			Leslie Murray	Default		2022-03-13	Repeats every month					Payroll remitt...				No	0.00	0.00	0.00	2022-03-13
PAV9805-96		WestEnd Corp...	Andy Pavlik Co...	Default	406 Bookkee...	2022-03-14	Repeats every week on	279		2021-06-03	Alex Chiles	BOOKKEEPING		Not Start...		No	0.00	0.00	2.00	2022-03-14
WEED4421			Weed-Be-Gone	Default	407 Payroll P...	2022-03-15	Repeats every month									No	0.00	0.00	2.00	2022-03-15
DAL234		WestEnd Corp...	Dallas Automo...	Default	201 Review ...	2022-03-15	Repeats every month				Donna White	Review		In Progress		No	0.00	0.00	7.00	2022-03-15
NEW6500-98			Newton & Brae...	Default	401 Monthly ...	2022-03-15	Repeats every month				Gerry Aspen	Dec YE				No	0.00	0.00	2.00	2022-03-15
MRENTALS			Mail Room-Ma...	Default	406 Bookkee...	2022-03-15	Repeats every month				Gregg Thom...	Monthly Book...				No	0.00	0.00	2.00	2022-03-15
COT7412-36			Cottonwood In...	Default	306 Other Co...	2022-03-15	Repeats every month				Leon Joyce	Dec Y/E				No	0.00	0.00	1.00	2022-03-15
WIGW456-3			Wigwell Indust...	Default	504 1120S S-...	2022-03-15	Repeats every year	85	1231	2021-12-14	Donna White	1120s				No	0.00	0.00	0.00	2022-03-15
ACHLIAK			Chilak Enterpri...	Default		2022-03-15	Repeats every month					HST		Not Start...		No	0.00	0.00	0.00	2022-03-15
DAL234		WestEnd Corp...	Dallas Automo...	Default		2022-03-17	Repeats every month				Leon Joyce	Payroll remitt...				No	0.00	0.00	0.00	2022-03-17
S-ABC-123		Argon Group	ABC Co.	Default	205 Review ...	2022-03-19	Repeats every month				Donna White	BOOKKEEPING		Not Start...		No	0.00	0.00	1.00	2022-03-19

K2 Enterprises

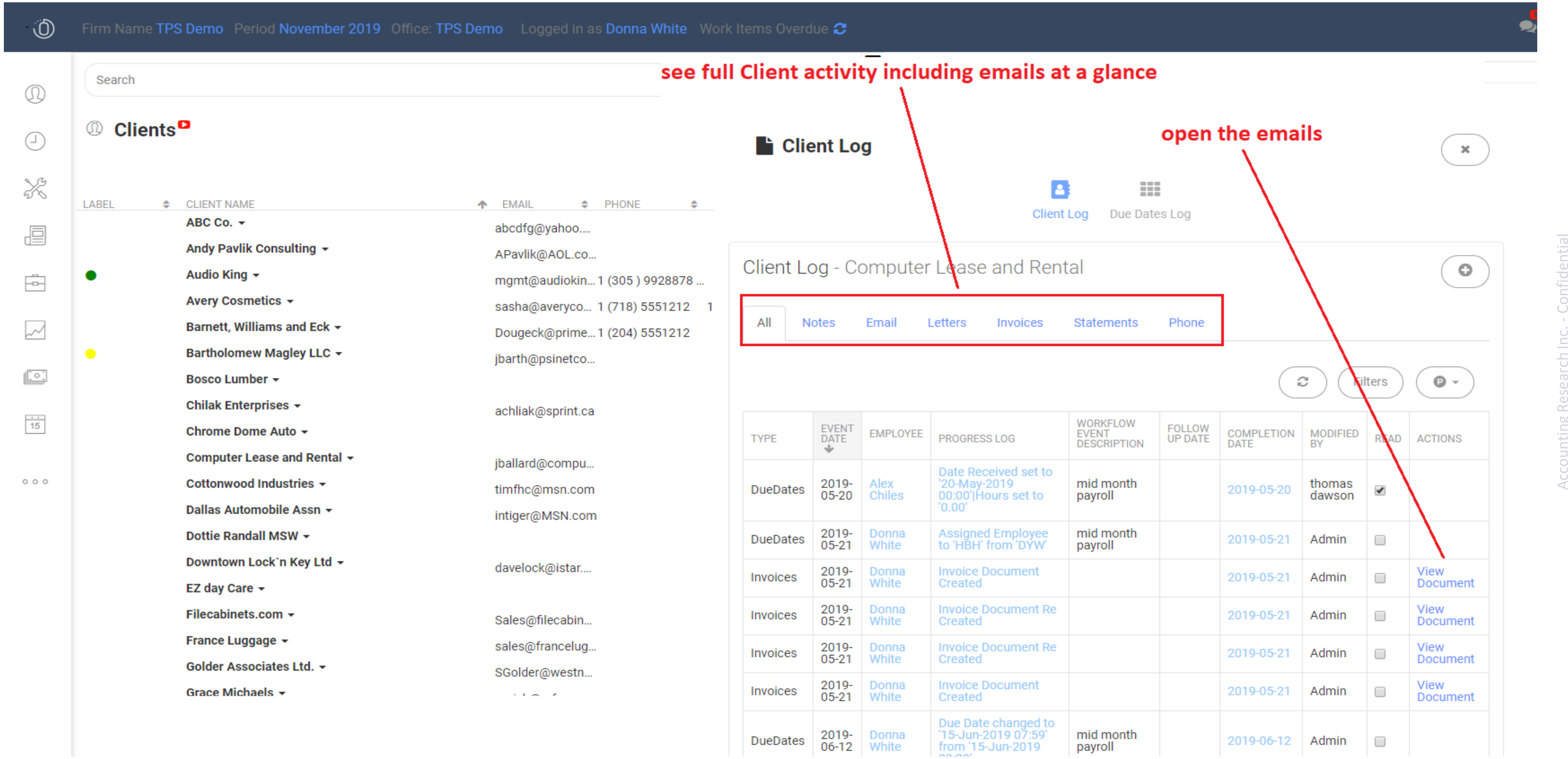
New! Added Synchronization To Personal Outlook Calendar



New! Template Style - Step By Step Task Completion

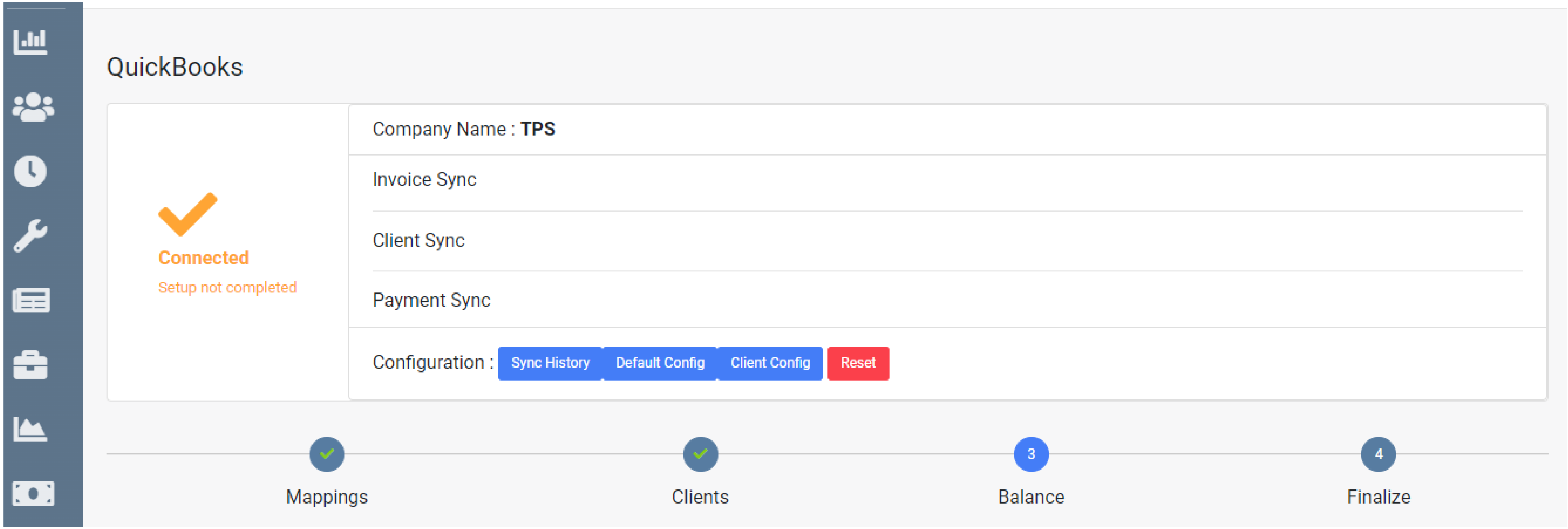


All Client Information w/ Bi-directional Email – Yes, It's Duplicated In Outlook



Simple QBO Bi-directional Data

Not just a "push" but a true integration



TPS – The Easy Way To Learn

- Time entry is kept to simple steps eliminating fields you do not use giving clock or batch entry with robust search features
- Billing is a fresh clean format allowing for quick billing and selective markup/downs
- Invoice opens in Word for easy editing - send in PDF format
- Look up all client activity at-a-glance from workflow to email communications
- Approximately 400 reports with filtering available
- Short ‘how to’ training videos on each screen
- Keep Client emails with the client

TPS Cloud Axis

TPS SOFTWARE

Your CPA Practice – Managed

ENTREPRENEUR - $10

Full Time and Billing

PRO - $15

Workflow, Client Alerts

Engagement Budgeting

Email integration

ULTIMATE - $20

Multiple offices

Links to QB, Lacerte, Pro Series

Multiple Online Payments Options

- One tool to make firms more efficient is to permit them to
  - Track the time
  - Create the invoice
  - Allow the clients to either pay directly from a link in the invoice
  - Or to view the invoice in a portal and pay directly
- TPS currently offers 2 online payment options
  - QBO online payment
  - Stripe payment
- TPS is finishing another online payment option with PayClix and working toward adding several more like CPACharge and other payment groups like PayPal, Square and others

Automating Client Payments - Solutions

- CPA Charge
- Corpay One (mostly free ACH, QBO, AP/Expense Automation)
- QuickFee (which has the pay later feature)
- GoCardless (ACH for recurring billing)
- Kotapay
- Veem (good international, QBO)
- VeriCheck
- PaySimple (QBO integration)
- BizPayO (interfaces to QBO/QBD)
- Heartland Payment Systems
- Global Payments
- Tipalti (strong at international SWIFT as well as ACH, many integrations)
- TelPay (Canada)

Why Accounting Firms Choose Corpay One

- Corpay One's mission is to replace flawed finance processes with seamless, scalable automation technology fueling growth and fostering productivity

Simple, Modern User Experience

Priced To Support Your Clients

Advanced Automation Features

PART OF FLEETCOR

FLEETCOR is a global leader in B2B payments, $2.9B in revenue, 8,900+ employees and a member of the S&P 500.

FLEETCOR provides B2B payment products to over 800,000 small businesses.

Build: 8-12% organic revenue growth through sales investment and product innovation

Buy / Invest: Deploy >$1.0B p.a. … 45 / 94 deals since IPO / inception

Partner: Variety of flavors of outsourcing and reseller deals

Fleetcor Overview

2021 Financials [(1)]:	$2.9B revenue / $1.1B net income
Market Cap / EV:	~$23B / ~$27B
Worldwide Footprint:	>100 Countries, 35 Offices
Employees:	>8,900
Publicly Held:	NYSE: FLT

Commercial (B2B) Payment Products

Spend Categories

- A/P (Domestic & Intl.)
- Fuel
- Lodging
- Tolls & Parking
- Maintenance
- Payroll
- Gift & Incentive
- More

Payment Modalities

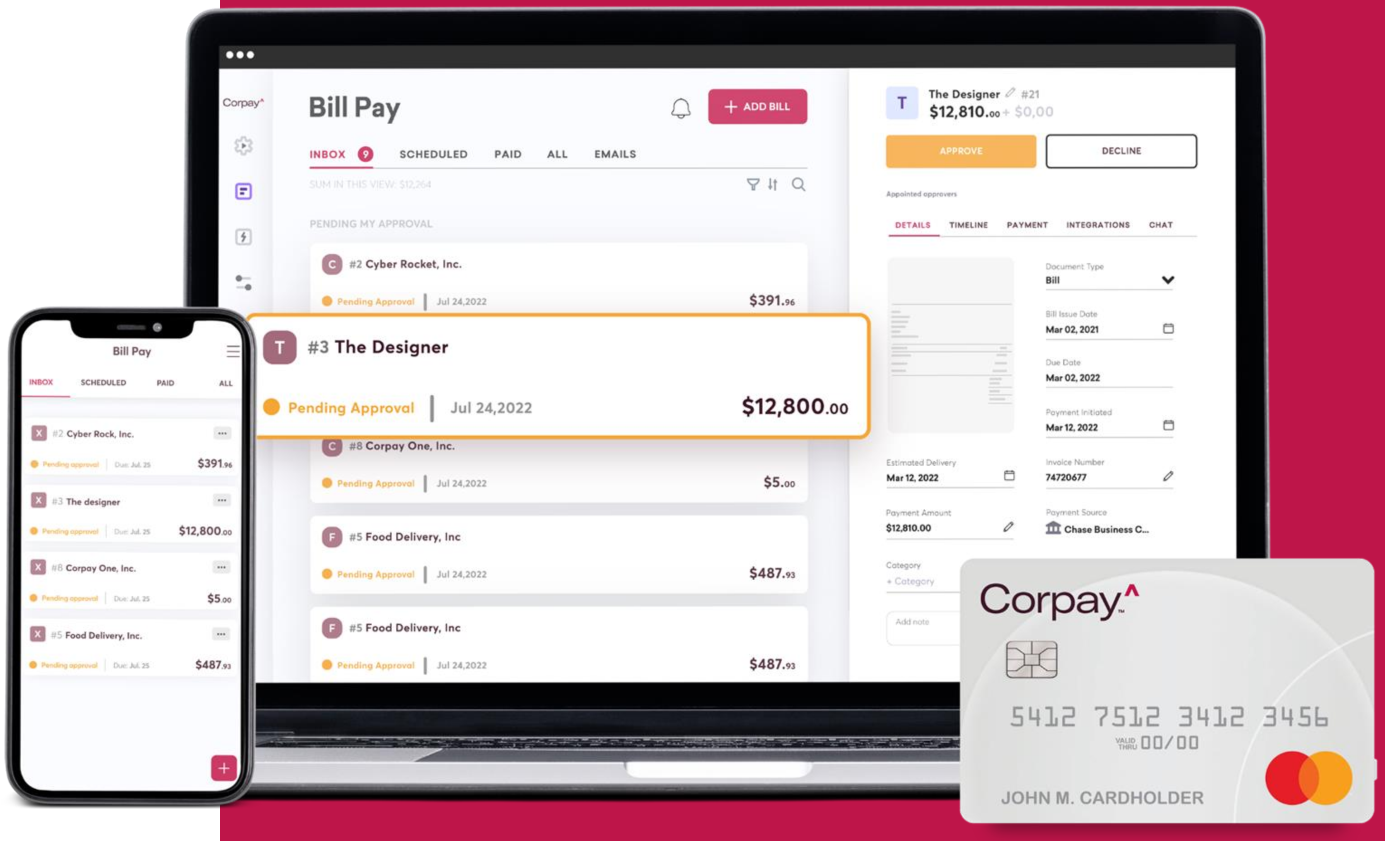
- Cards
- Virtual
- Vouchers
- Mobile
- RFID / Stickers

CORPAY ONE FOR ADVISORS

With Corpay One, CAS Practices can offer a fully integrated Spend Management Platform for their SMB clients.

Leverage a powerful tool that brings together all of the following solutions in one, seamless platform:

- Corpay Mastercard®
- Accounts Payable
- Bill Pay
- Expense Reimbursement
- Invoice/Receipt Capture
- Fuel Cards
- Accounting System Integrations
- Communication/Collaboration
- And more…



How To Automate Workflow With Corpay

- Create business rules that decide when one step is completed and the next is ready to begin
- Automates your payments and expense coding flow entirely
- Reduces time-consuming manual data entry
- Integrates with Sage Intacct, QuickBooks, Xero, Slack, and Zapier

Other Corpay Capabilities

- Essentially free money transfers
- Bill payment capabilities at lower cost than common AP solutions
- Integration with websites and applications including Sage Intacct, QuickBooks, Xero, Zapier, and Slack
- Reduce costs for your firm and clients

OUR QUICKBOOKS INTEGRATION

Corpay

Categories	↔	Categories
Payment Accounts	↔	Payment Accounts
Departments	↔	Departments/Locations /Etc (QBO Only)
Classes	↔	Classes
Vendors (import at start)	→	Vendors
Bills	↔	Bills
Bill Payments	↔	Bill Payments
Receipts	↔	Expenses
Credit Note	↔	Vendor Credit
Attachments	↔	Attachments
Notes	↔	Description

Who Is Doc.It?

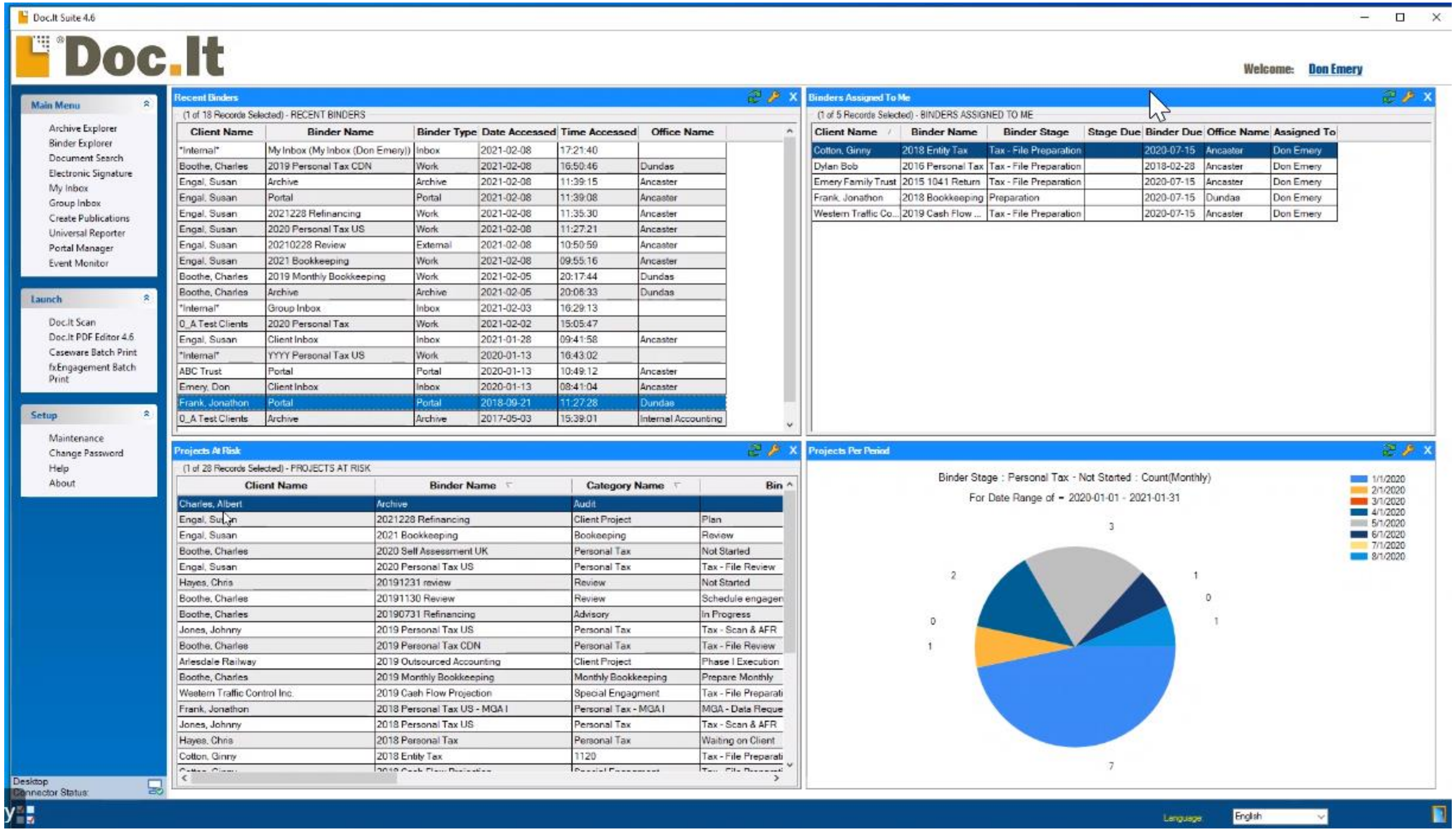
- Provide Document Management, Workflow & Web Portal solutions for Accounting Firms
- Headquartered in Canada. Representatives in California, Florida and Washington
- Established in 2001
- Product Development comes from users (accountants) & industry experts
- Tax season – fluctuate license counts with seasonal staff
- Serving accountants & tax professionals only
- Represent 15,000 users, 500+ firms

Doc.It®
Suite

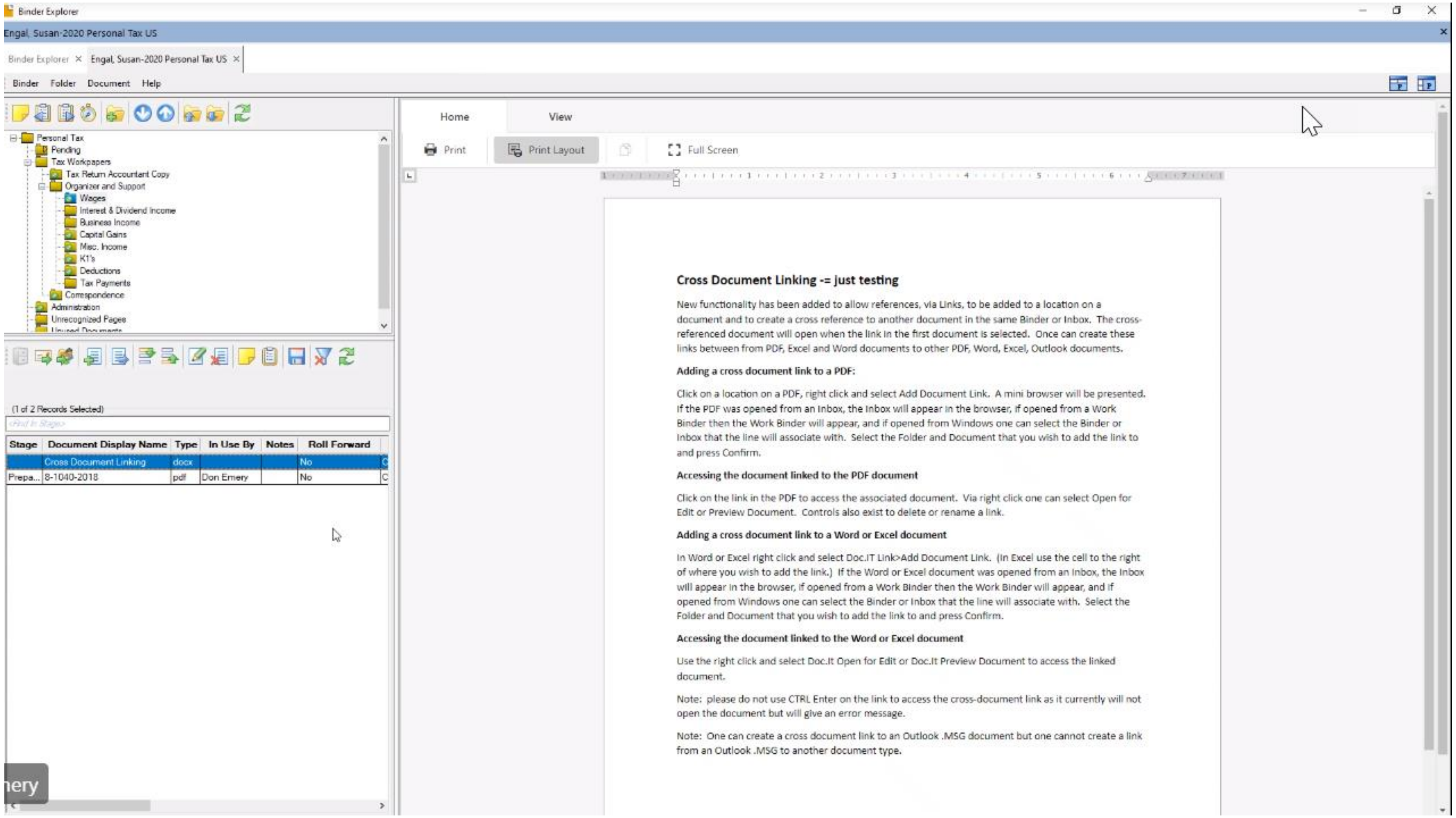
What Is Doc.It Suite?

- Complete Suite of tools that can replace up to seven pieces of software to help you consolidate applications, including:
  - Document Management
  - Workflow
  - PDF Editor (can replace Acrobat)
  - Scan & Organize Tools with OCR
  - Web Portal with PBC and Encrypted Link Emails
  - E-signature
  - Mobile App (Doc.It GO)
- Integration
  - CaseWare & CCH Engagement
    - Create searchable documents, edit PDFs, manage due dates, etc.
  - Auto-filing from all Tax and Time and Billing applications
  - Microsoft Office Suite
- Unlimited award-winning customer care, no charge for upgrades & no long-term contracts
- On-premise or hosted
- Cloud with MS Azure

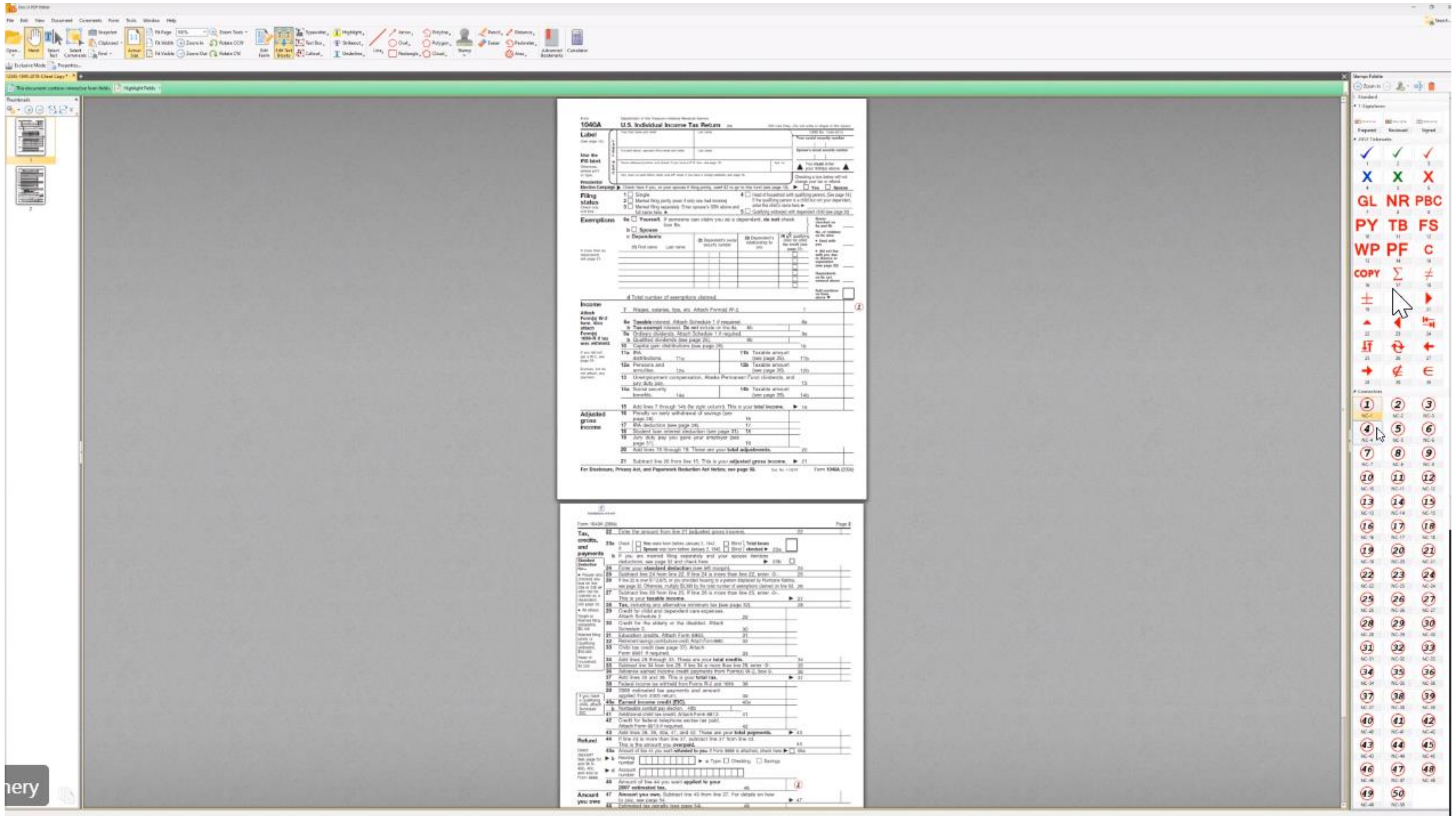
Doc.It Interface



Doc.It Cross Document Linking

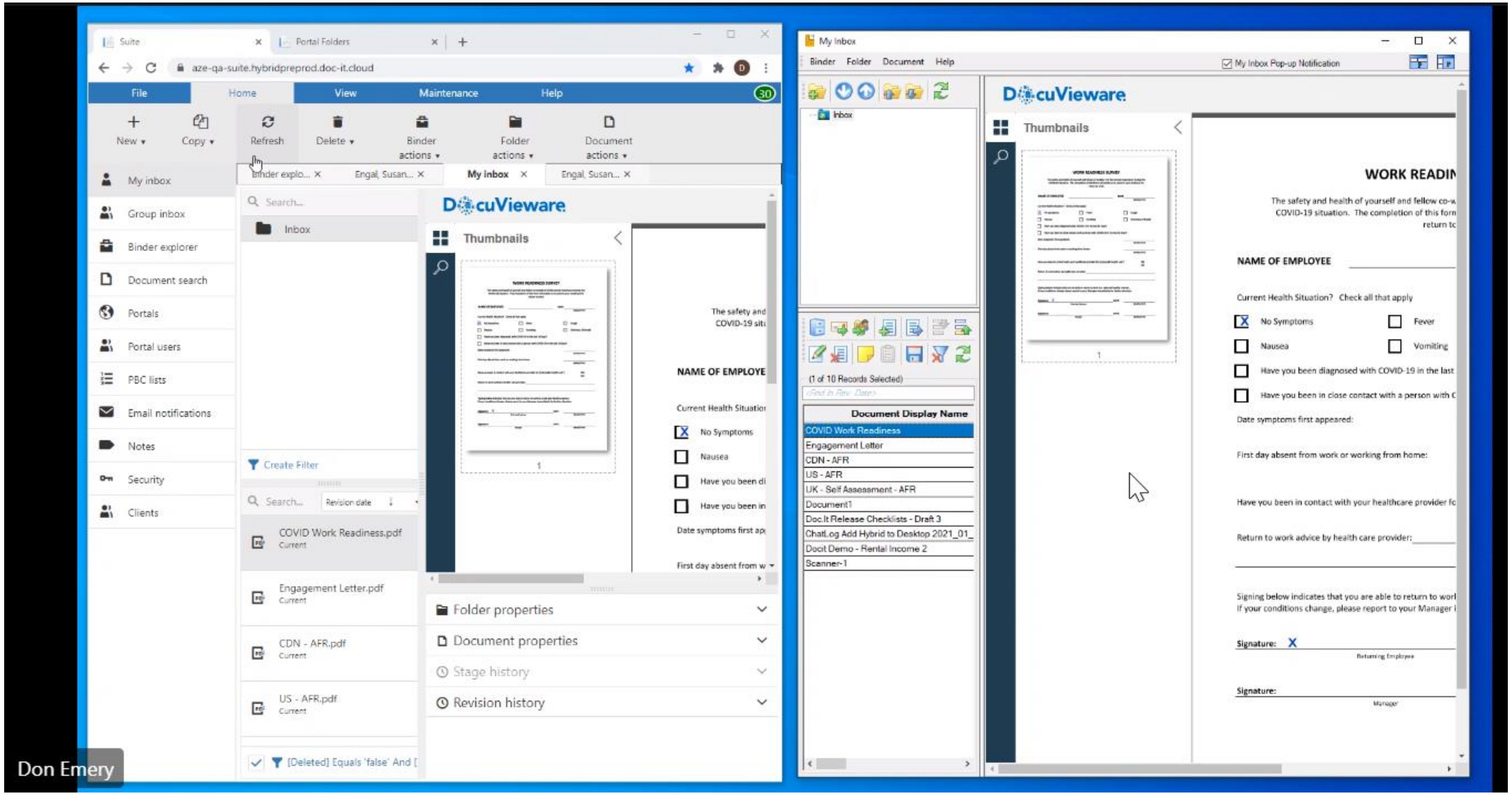


Connectors Inside Document Or To Any File



SaaS Client And Windows Client

Have Same Business Logic And Data Access



SmartVault

- Online document storage
- Branded client portals
- Secure file sharing
- Integrations

DocuSign Hubdoc xero intuit quickbooks intuit Lacerte

Skip Workflow

Workflow

Core – “Must Haves”

- Configurable, Simple step change
- Suite or
- Clarity Practice Management
- Empire RESOURCE
- Jetpack Workflow
- Liscio
- TPS
- XCM

Secondary – “Better to Have”

- Integration with Practice Mgmt.
- Approval
- Browser and mobile enabled
- Due date support
- Scheduling and talent

Skip Workflow

What Is Effective Workflow Management?

- Putting the right people in the right places with the right resources at the right times
  - It is not software – although good software helps
  - It is not just managing people – although that is a big part
  - It involves combining clients, staff, software, and other resources to accomplish the common goal of creating an efficient and profitable practice
- You are the CEO, not the worker bee
  - You are the conductor of the symphony that is your practice
  - Apply your expertise to as many clients as possible
  - Your job is not entering W-2 and 1099 forms into software
  - Hire
  - Train
  - Delegate
  - Spend your time on the tasks that drive client happiness

Defining Workflows In Your Practice - Examples Of Types Of Projects:

- Individual income tax returns
- S corporation tax returns
- C corporation tax returns
- Partnership tax returns
- Financial statement preparation
- Sales tax returns
- Personal property tax returns
- Payroll
- Monthly bookkeeping
- IRS or state letters
- IRS collections
- Client onboarding
- The ever popular “other”

Breakdown Project Types Into Steps (Individual Tax Return):

Workflow Step	Who's responsible
Waiting for documents from client	Client
Initial scanning	Us
Initial preparation	Us
Questions to client awaiting answers	Client
Second preparation	Us
Review	Us
Draft return	Client
Finalize return	Us
Waiting on signed 8879	Client
Waiting on payment	Client
E-filed waiting on ACK	Us
Complete	Us

Winning The Tax Season Battle

Delight Clients With Better Service

- Minimize turnaround time!
- The basic Lean Six Sigma for Service Equation
  - Turnaround time = WIP / Capacity
- How do we maximize capacity?
  - Training
    - Get more productivity from your employees
    - Higher billing rates for existing staff
    - Allows more delegation from you
  - Assign tasks to the least expensive employees
  - Capacity planning
    - Get the right mix of permanent and seasonal staff
    - Capacity planning spreadsheet

Steps For Tax Season Capacity Planning

- Accumulate tax season statistics from prior years
  - Determine how many returns you are getting from each staff member
  - Determine how many returns you should be getting for full time and seasonal staff
- Forecast demand for the coming tax season
- Determine the number of full time and seasonal staff required
  - Keep in mind, you'll need non-tax season work for full time staff
  - In general, a person will accomplish as much after tax season as during tax season
  - Hire to hit your forecast demand

Tips For Managing Projects

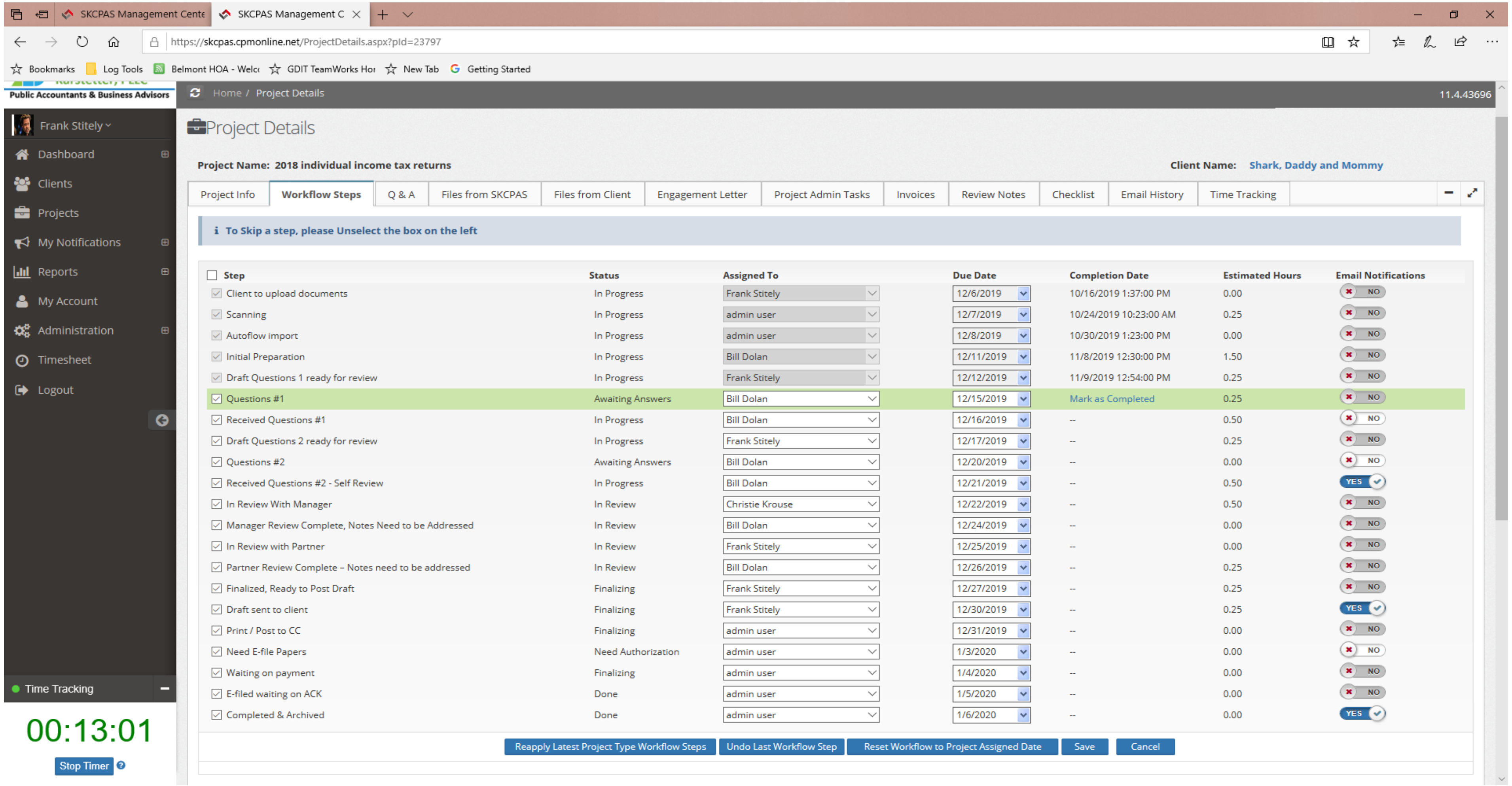
- Commit to a full project review at least twice per week
- Focus on old projects and projects hung up in a status
  - You'll find projects that you believe are in the client's court, but they believe are in your court
  - Projects don't age well
    - After two weeks, expect a call from clients about status
    - Drives up WIP
    - You're not getting tax returns done when you're on the phone talking to clients about status
    - "What's the status of?" issues
  - Contact clients and staff about projects hung up at a workflow step
    - Preferably electronically
- Automate routine communications and follow-up

Winning Tax Season With Better Workflow Management

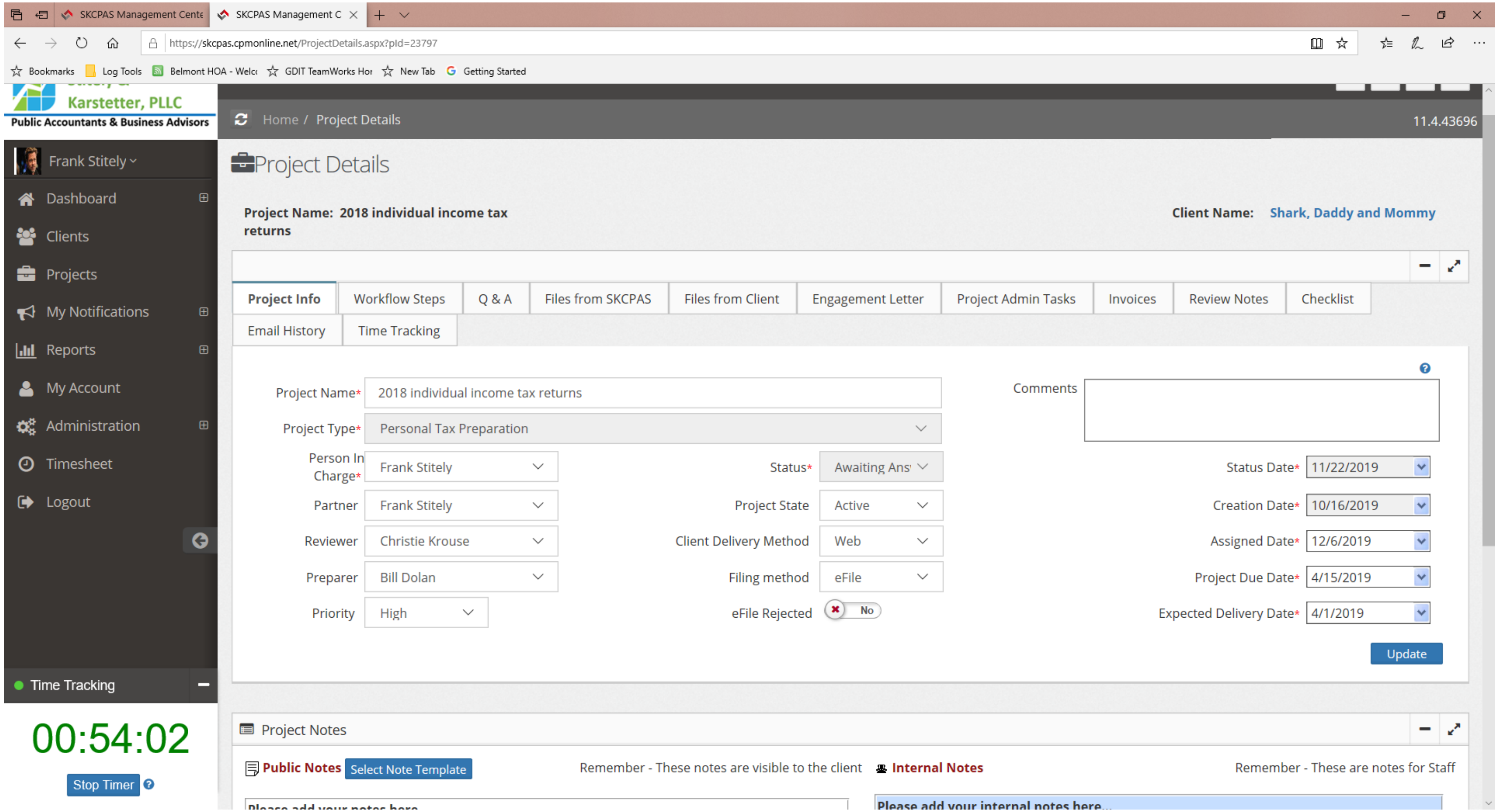
- Steps to better workflow management (recap)
  - Define project types
  - Define workflow steps for each project type
  - Define other project information to track
  - Accumulate data on projects in progress
  - Assign staff to projects. (Delegate, delegate, and delegate some more.)
  - Plan capacity to meet client demand
  - Manage project results as CEO
  - Stop working 14 hour days

Individual Tax Workflow

Clarity PRACTICE MANAGEMENT

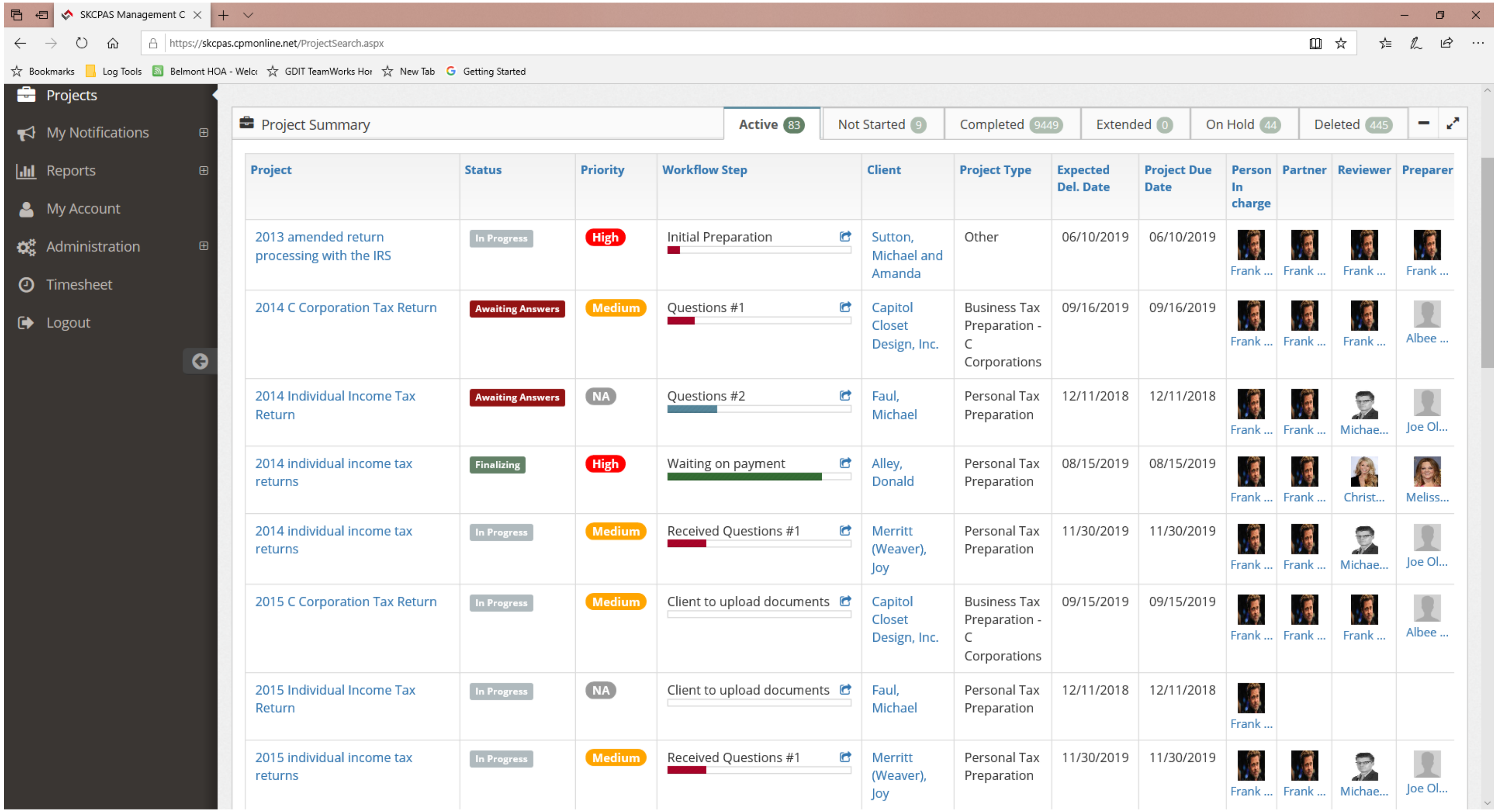


Defining Workflows In Your Practice



Managing Project Workflow

What It Looks Like In Software With Clarity



Workflow And Scheduling

- XCM – leader, now Axcess Workflow, bought in 2020 by Wolters Kluwer/CCH
- CCH Axcess Workstream – growing
- CCH iFirm
- Empire Suite
- FirmFlow
- ATOM
- Clarity Practice Management
- Doc.It
- Karbon
- Office Tools Workspace
- Onvio Firm Management
- Practice CS
- TPS
- QBO for Accountants

Major Topics

SERVICE LINES

Service Line Topics

- Audit
- Tax
- CAS
- Advisory

Audit

Core – “Must Haves”

- CCH Axcess Engagement
- AdvanceFlow/Onvio Audit
- CaseWare

Secondary – “Better to Have”

- CCH Knowledge Coach
- Checkpoint Engage
- Dynamic Audit Solution

Audit Supplemental

Core – "Must Haves"

- Validis and Valid8 Financial
- TeamMate Analytics

Secondary – "Better to Have"

- Inflo
- MindBridge AI
- Liscio or Suralink
- ProStaff

Prep, Comp & Review

- [CCH Axcess™ Knowledge Coach PCR]
- [Thomson Reuters Checkpoint Engage PCR]
- [OnPoint PCR]

TAX TECHNOLOGY CHANGES

Tax Preparation Software

Legacy System

- GoSystem RS
- ProSystem fx Tax
- Lacerte Tax
- UltraTax CS
- ProSeries
- Drake Tax
- TaxAct

Anticipated Future SaaS System

- ONVIO Tax
- Axcess Tax
- ProConnect Tax
- ONVIO Tax
- ProConnect Tax
- Drake Tax
- TaxAct

More Choices In Canada – Right Tools?

Suite

- **Wolters Kluwer CCH iFirm** - Practice, Tax, Engagement, Document, Workstream, more
- **Thomson Reuters Onvio** – Firm Management, Tax, Workpapers, Accounting, more
- **CaseWare International** – Working Papers, Cloud, and ReviewCompTax (RCT)

Best Of Breed

- Intuit Profile, Online Pro Tax T1, T2 Pro Tax FAQs (intuit.com)
- TaxCycle built in e-signature with DocuSign (Canada data centre)
- Signatory - an all-Canadian e-signature solution
- TPS Cloud Axis, Doc.It Suite

1040 Workpapers – Scan, Organize, & Populate

- CCH Scan with Autoflow
- Doc.It
- GruntWorx Populate
- SurePrep 1040Scan
- Thomson Reuters Source Document Processing
- Articles
  - Do You Have a Clear Vision for Tax Document Automation?
  - Do You Have a Clear Tax Vision?

Tax Technology Changes

- Tax Planning - Corvee
- Better Client Experience – Notable changes in
  - PBC (Suralink, Liscio)
  - Deliverables (SafeSend Returns)
  - eSignature
  - Trial Balance (Tallyfor)
- More SaaS – ignore that Sept 15 GoSystem RS outage
- Improved automation – look at what Robotic Process Automation (RPA) can do for your firm, Digilence for eFiling
- Variety of pre-accounting tools to drive CAS, business returns
- Digital Plumbing to connect the systems
- Cryptocurrency

Companies/Products Impacting Tax

Corvee	Digilence
Ledgible	Liscio
Suralink	Tallyfor

- Main vendors are upgrading their products – WK, TR, Intuit
- Portals are changing
- 1040 Workpaper accuracy is improving
- More business trial balances are flowing through CAS practices

corvee Customer & User Counts

50,000 Businesses & Individual **Users**

Taxpayers
(Businesses and Individuals)

- Large Business (100+)
- **Medium Business (10-100)**
- **Small Business (1-10)**
- **Self Employed (0)**
- Individuals

Planning → Implementation → Quarterlies → Preparation → **Planning**

Taxpayer
Individual taxpayer and business owner

ANNUAL TAX CYCLE

700+ Firms **Customers**
2,000+ Firm **Users**

Tax Advisors
(Tax & Accounting Firms, Financial Advisors, Tax Attorneys)

- X-Large Firm (101+)
- Large Firm (51-100)
- **Medium Firm (11-50)**
- **Small Firm (2-10)**
- **Sole Practitioner (1)**

Corvee Tax Software

Taxpayer Journey

"Am I overpaying in taxes"
"Can I save money on taxes"

Trigger
A life or business event **triggers** a tax question.

Search
Search for answers to tax questions
Investigate or call an accountant.

Savings calculation
Get an estimated **savings calculation.**

Plan
Make a **plan** to pay (less) taxes.

Decide
Decide which tax strategies to implement.

Implement
Implement tax strategies and document.

File quarterly
File **quarterly** tax return.

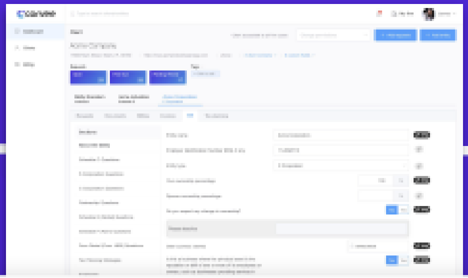
File tax return
File tax return.

"I just saved $_____in taxes"

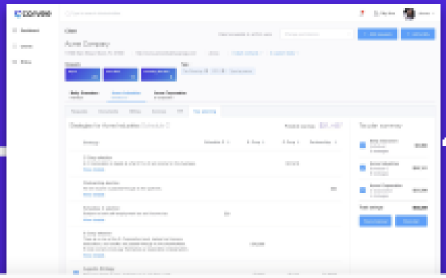
Tax Planning for 2022

Client
VERPAYING

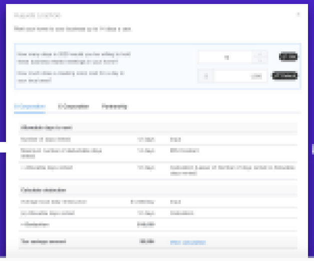
Tax Preparation Questionnaires (TPQ)™
Individual and Entity Questionnaires



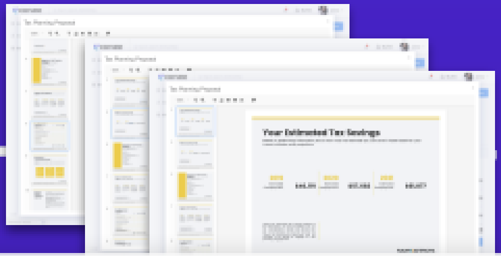
Tax Planning Inputs (TPI)™
Individual and Entity Assumptions in One Place



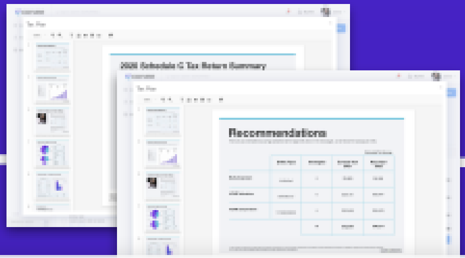
Tax Planning Estimator™
Thousands of Strategies Analyzed Instantly
at Tax Prep Quality



Tax Planning Strategies (TPS)™
Detailed Support and Calculations for Strategies



Tax Planning Proposal (TPP)™
10–15 Exportable PDF Pages

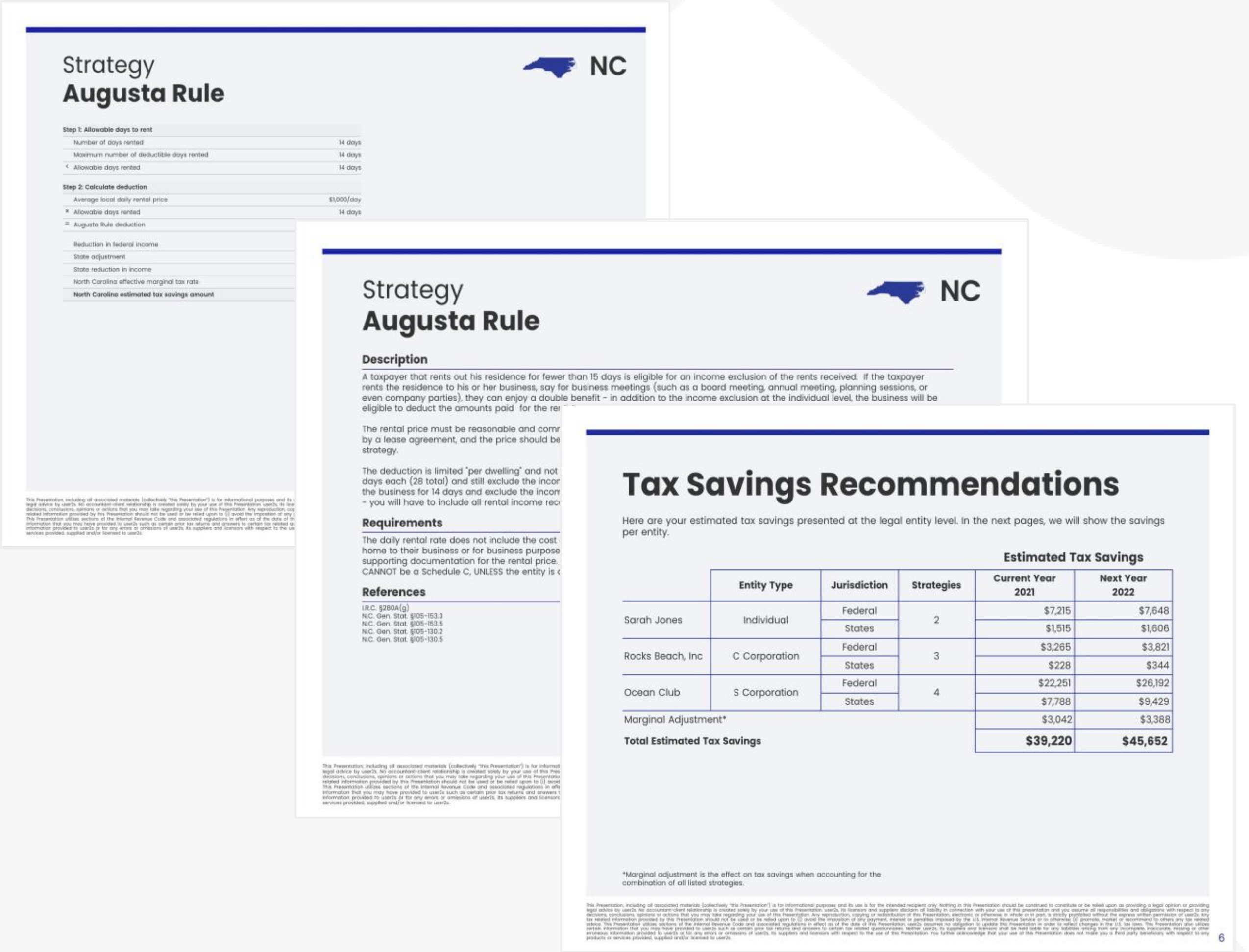


Tax Planning Deliverable (TPD)™
30–60+ Exportable PDF Pages

Client
SAVINGS

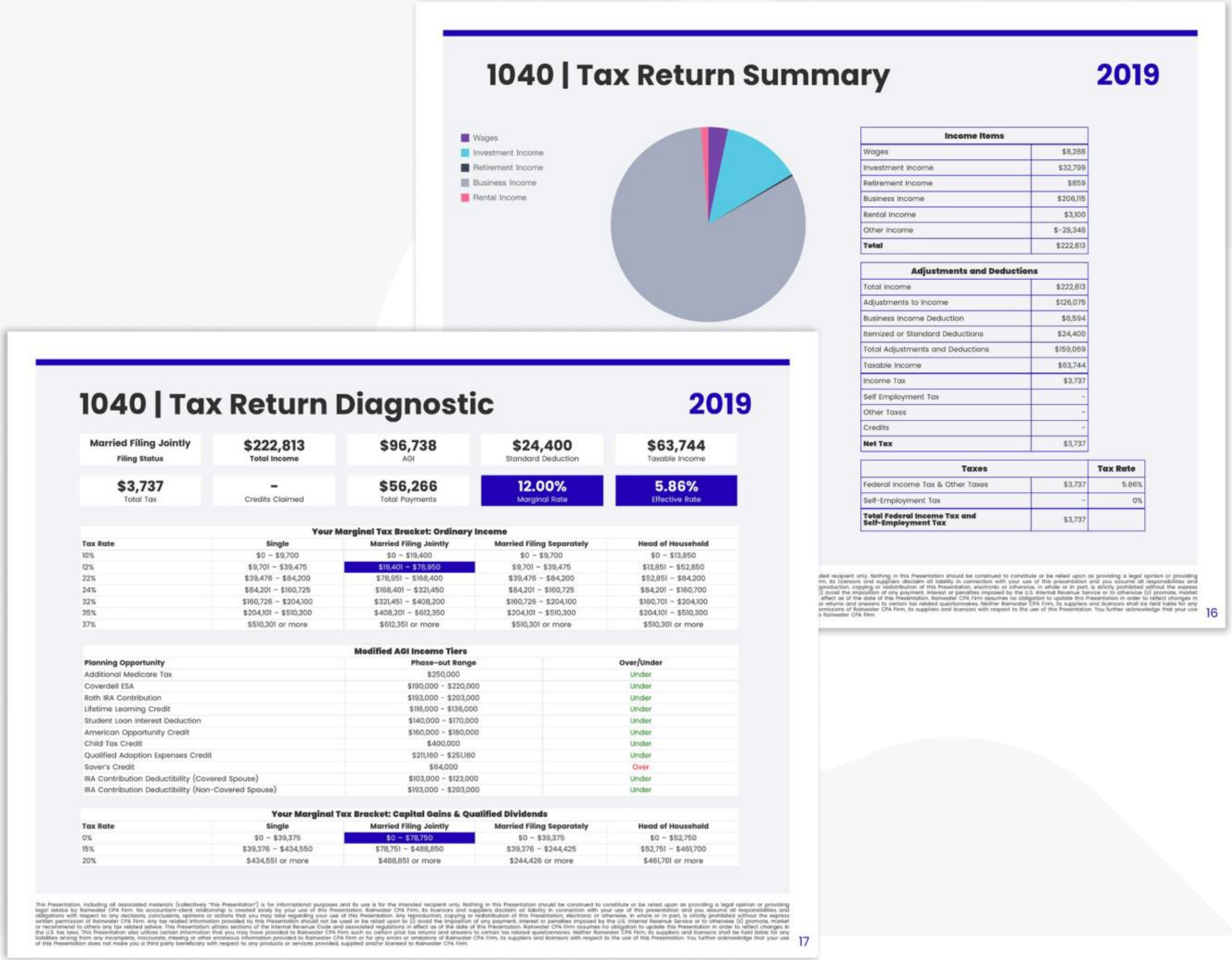
corvee™

State & Local Tax Planning Deliverables



- Multi-entity tax savings by jurisdiction
- Entity tax savings by jurisdiction
- Strategy tax savings by jurisdiction
- Strategy supporting documentation to show the client as your research
- Strategy calculation to show the client as your work

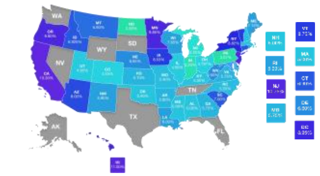
Tax Return Summaries

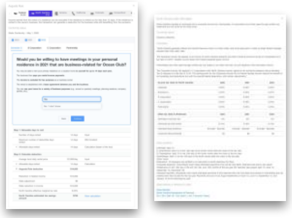


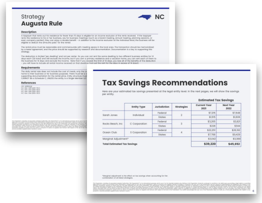
Show clients summaries of their historical tax returns in graphical format:

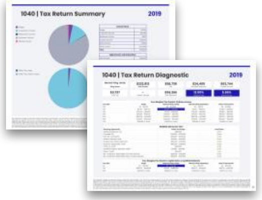
- 1120
- 1120S
- 1065
- 1040
- Schedule C
- Schedule E
- Schedule F
- Form 4835
- Form 8829
- Form 8995

What's Included in Corvee Tax Planning Software?	Starter	Experienced
Accurately Calculate How Much Tax Clients Will Owe		
Federal Tax Planning with ~66 Supported Forms *(headed to 1,000)*	✔	✔
Multi-Entity, Multi-Year Planning, Updated in Real-Time	✔	✔
State Tax Calculation 50 U.S. States + D.C. & 169 Supported Forms *(headed to 5,000)*		✔
Save Money on Taxes with the Knowledge of Tax Planning Strategies		
Federal Tax Planning With 60+ Strategies, including CARES, Covid Relief, ARP	✔	✔
Entity & Compensation Optimization	✔	✔
1,500 State and Local Planning Strategies for More Savings		✔
Prepare Tax Plans in the Fewest Number of Clicks & Keystrokes		
Interactive Tax Planning Questionnaires Reducing Client Time to Fill by 80%	✔	✔
Easy Tax Planning Inputs Screen for Staff, Managers, Sales Representatives	✔	✔
Client Collaboration Makes Requests Easy (Agreements, Engagement Letters, Files, Client Portal, Payments, Reminders)	✔	✔
Beautiful Reports to Show Clients the Value of Tax Planning		
Professional Proposals & Deliverables To Show Clients Value	✔	✔
State Tax Summaries with State Level Strategy & Savings Deliverables		✔
Enhanced Tax Return Scanning Diagnostics for 2019, 2020		✔
Get the Support You Need to Feel Confident in Tax Planning		
User Licenses to Enable Your Entire Firm to Adopt Planning	**Collaboration:** Unlimited **Planning:** 1 User	**Collaboration:** Unlimited **Planning:** 5 Users
Daily Q&A with Tax Experts to Answer Your Most Complex Questions	✔	✔
Client Success Manager, Knowledgebase, Live Chat, Email & Phone Support	✔	✔









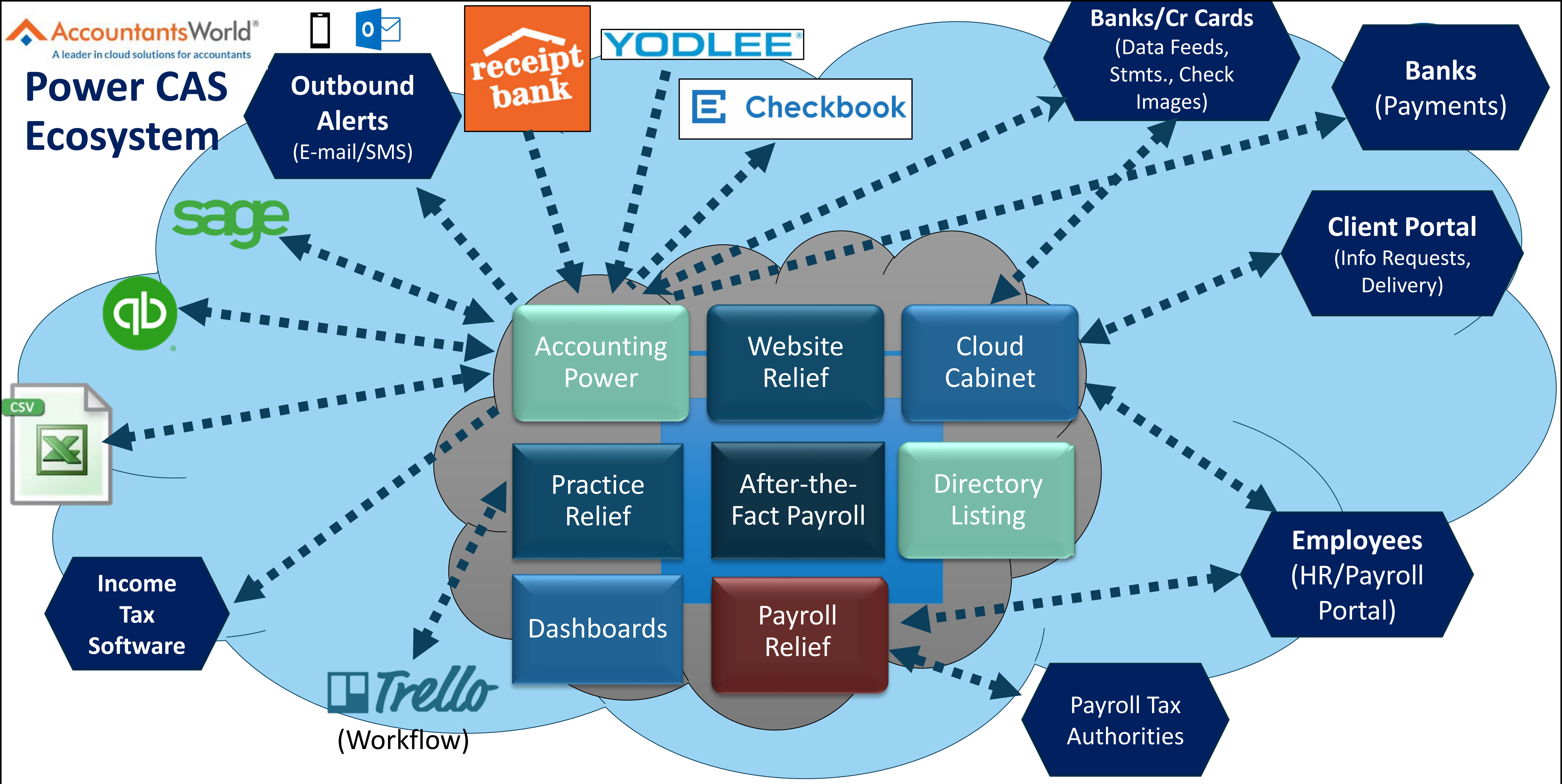
Client Accounting Services Products

- AccountantsWorld Accounting Power and Payroll Relief
- AccountingSuite
- Sage Intacct
- QuickBooks
- Xero

Accounting Power CAS

- Provides integrated experience for clients and accountants
- It is custom branded within with your firm logo and name
- Most powerful cloud-based CAS toolset in the industry
- Supports job costing, bill pay, electronic checks, combined/consolidated financial statements and many other advanced features
- The outside accountant is ALWAYS in control, and AccountantsWorld is ONLY available to practitioners, who license its use by their clients
- No direct or indirect AccountantsWorld selling to clients for any reason!
- Supports preparation of financials from Sage 50, QBO, QuickBooks Desktop, and CSA

Power CAS Ecosystem



What Is Accounting Power?

- Accounting Power was created exclusively for accountants, to give accountants greater control over client accounting
- Accounting Power was written from the ground up for the cloud
- Accounting Power is a comprehensive, all in one system
  - Bookkeeping, write up, trial balance, professional financials and CFO tools all in one place
- Payroll Relief is the most affordable U.S. payroll today

- AccountantsWorld won the K2 Prime Award in 2020

AccountantsWorld® Cloud-Based Unified Professional System

Professional System

- Write-up
- Trial Balance
- Financial Statements
- Consolidations
- Alerts
- Client Management

Bookkeeping Module Includes

- Banking
- Sales
- Expenses
- Job Costing
- Inventory
- AP

Client Accounting Services

- CFO Tools
- More Powerful Bank Feeds + Traditional Write up
- Bill Payment Process
- Checkbook IO for Bill Paying
- Permissions
- Review Work
- Financial Statements
- Easy Delivery to Your Clients

Advisory Services Products

Core – “Must Haves”

- Advisory 101
- Oodles
- Complete Advisory Solution – F3C Advantage OR
  - Accountant Accelerator Advisor Accelerated
  - Profit First Professionals
  - She Thinks Big
  - Thomson Reuters ONVIO Advisory

Secondary – “Better to Have”

- Growth CPR
- Gusto People Advisory
- Palo Alto Advisory
- Thomson Reuters Practice Forward
- VFD Pro

Tax Advisory Services (TAS)

- Means that you, as a Tax Advisor, do most (if not all) of the tax tasks for your clients
- This service is performed throughout the year on an annual recurring (ARR), quarterly (QRR) or monthly basis (MRR)
  - Tax planning
  - Decide on tax positions
  - Implementation of tax strategies
  - Estimating taxes owed
  - Making quarterly payments
  - Filing annual tax returns

Major Topics

INNOVATION

Innovation Topics

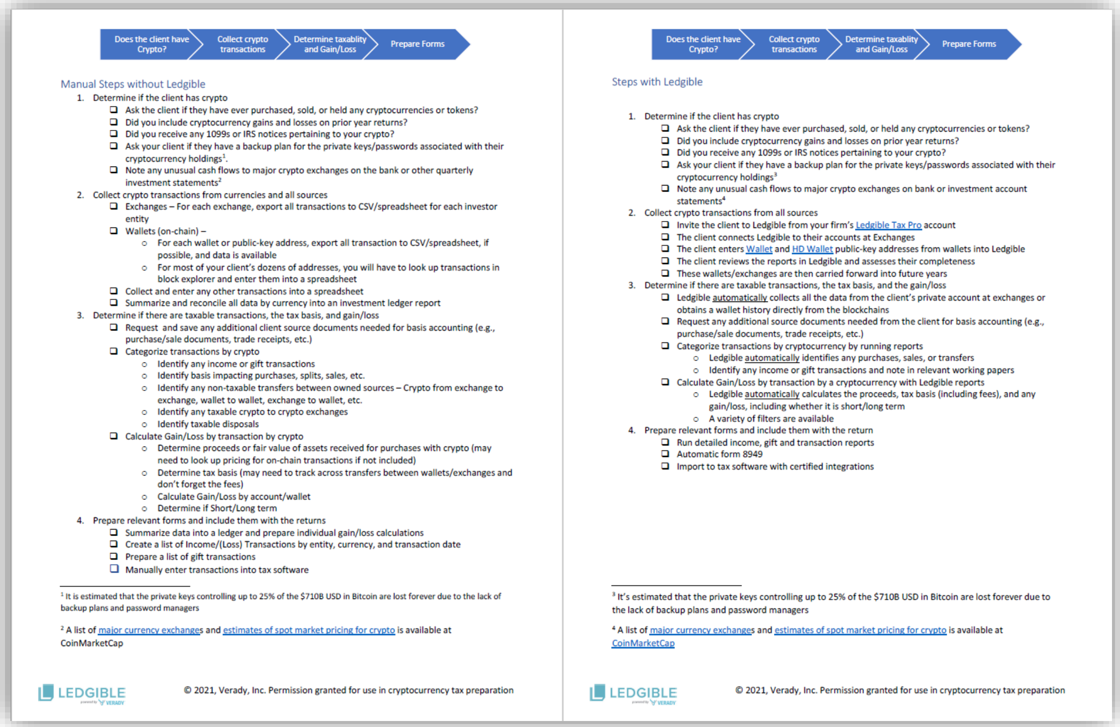
- Cryptocurrency
- Automated tools
- Tech Stacks
- Hardware

Cryptocurrency Accounting & Reporting

- Crypto valuations are down, but reporting is still needed
  - Ledgible and LukkaTax both have wholesale programs for practitioners
  - TR, CCH, and CPA.com all have alliances with different solutions
- IRS Operation Hidden Treasure (CID/SBSE) Basics
- Law changes in infrastructure bill
  - In 2023, crypto brokers like Coinbase will be required to report trades on IRS form 1099-B, businesses who receive > $10K in crypto must identify the identity of the sender to IRS (link to Bloomberg)
  - IRS/Treasury to issue regs later in 2022 as to who will be considered a broker- so stay tuned (link to Bloomberg)
  - White House expected to issue Executive Order on national strategy on cryptocurrencies as soon as February 2022 (link)

LEDGIBLE powered by VERADY Ledgible Tax Pro By Verady

- Gathers transaction data from most major cryptocurrencies and exchanges
- Has the data needed to calculate basis and fair value of transactions in many cryptocurrencies
- Generates reports for supported currencies which can be used for gain/loss reporting and an inventory of open positions



Does the client have Crypto? → Collect crypto transactions → Determine taxablity and Gain/Loss → Prepare Forms

Manual Steps without Ledgible

1. Determine if the client has crypto
   - ❑ Ask the client if they have ever purchased, sold, or held any cryptocurrencies or tokens?
   - ❑ Did you include cryptocurrency gains and losses on prior year returns?
   - ❑ Did you receive any 1099s or IRS notices pertaining to your crypto?
   - ❑ Ask your client if they have a backup plan for the private keys/passwords associated with their cryptocurrency holdings[1].
   - ❑ Note any unusual cash flows to major crypto exchanges on the bank or other quarterly investment statements[2]
2. Collect crypto transactions from currencies and all sources
   - ❑ Exchanges – For each exchange, export all transactions to CSV/spreadsheet for each investor entity
   - ❑ Wallets (on-chain) –
     - For each wallet or public-key address, export all transaction to CSV/spreadsheet, if possible, and data is available
     - For most of your client's dozens of addresses, you will have to look up transactions in block explorer and enter them into a spreadsheet
   - ❑ Collect and enter any other transactions into a spreadsheet
   - ❑ Summarize and reconcile all data by currency into an investment ledger report
3. Determine if there are taxable transactions, the tax basis, and gain/loss
   - ❑ Request and save any additional client source documents needed for basis accounting (e.g., purchase/sale documents, trade receipts, etc.)
   - ❑ Categorize transactions by crypto
     - Identify any income or gift transactions
     - Identify basis impacting purchases, splits, sales, etc.
     - Identify any non-taxable transfers between owned sources – Crypto from exchange to exchange, wallet to wallet, exchange to wallet, etc.
     - Identify any taxable crypto to crypto exchanges
     - Identify taxable disposals
   - ❑ Calculate Gain/Loss by transaction by crypto
     - Determine proceeds or fair value of assets received for purchases with crypto (may need to look up pricing for on-chain transactions if not included)
     - Determine tax basis (may need to track across transfers between wallets/exchanges and don't forget the fees)
     - Calculate Gain/Loss by account/wallet
     - Determine if Short/Long term
4. Prepare relevant forms and include them with the returns
   - ❑ Summarize data into a ledger and prepare individual gain/loss calculations
   - ❑ Create a list of Income/(Loss) Transactions by entity, currency, and transaction date
   - ❑ Prepare a list of gift transactions
   - ❑ Manually enter transactions into tax software

[1] It is estimated that the private keys controlling up to 25% of the $710B USD in Bitcoin are lost forever due to the lack of backup plans and password managers

[2] A list of major currency exchanges and estimates of spot market pricing for crypto is available at CoinMarketCap

LEDGIBLE powered by VERADY

Does the client have Crypto? → Collect crypto transactions → Determine taxablity and Gain/Loss → Prepare Forms

Steps with Ledgible

1. Determine if the client has crypto
   - ❑ Ask the client if they have ever purchased, sold, or held any cryptocurrencies or tokens?
   - ❑ Did you include cryptocurrency gains and losses on prior year returns?
   - ❑ Did you receive any 1099s or IRS notices pertaining to your crypto?
   - ❑ Ask your client if they have a backup plan for the private keys/passwords associated with their cryptocurrency holdings[3]
   - ❑ Note any unusual cash flows to major crypto exchanges on bank or investment account statements[4]
2. Collect crypto transactions from all sources
   - ❑ Invite the client to Ledgible from your firm's Ledgible Tax Pro account
   - ❑ The client connects Ledgible to their accounts at Exchanges
   - ❑ The client enters Wallet and HD Wallet public-key addresses from wallets into Ledgible
   - ❑ The client reviews the reports in Ledgible and assesses their completeness
   - ❑ These wallets/exchanges are then carried forward into future years
3. Determine if there are taxable transactions, the tax basis, and the gain/loss
   - ❑ Ledgible automatically collects all the data from the client's private account at exchanges or obtains a wallet history directly from the blockchains
   - ❑ Request any additional source documents needed from the client for basis accounting (e.g., purchase/sale documents, trade receipts, etc.)
   - ❑ Categorize transactions by cryptocurrency by running reports
     - Ledgible automatically identifies any purchases, sales, or transfers
     - Identify any income or gift transactions and note in relevant working papers
   - ❑ Calculate Gain/Loss by transaction by a cryptocurrency with Ledgible reports
     - Ledgible automatically calculates the proceeds, tax basis (including fees), and any gain/loss, including whether it is short/long term
     - A variety of filters are available
4. Prepare relevant forms and include them with the return
   - ❑ Run detailed income, gift and transaction reports
   - ❑ Automatic form 8949
   - ❑ Import to tax software with certified integrations

[3] It's estimated that the private keys controlling up to 25% of the $710B USD in Bitcoin are lost forever due to the lack of backup plans and password managers

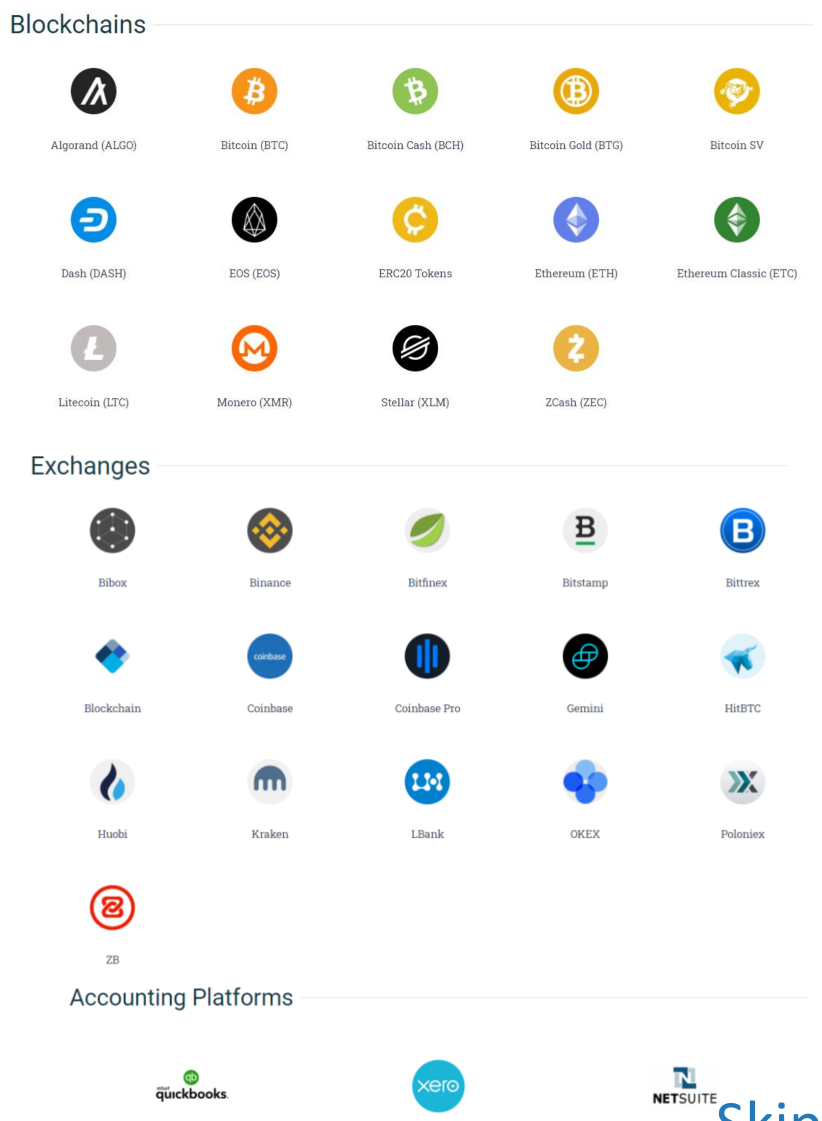
[4] A list of major currency exchanges and estimates of spot market pricing for crypto is available at CoinMarketCap

LEDGIBLE powered by VERADY

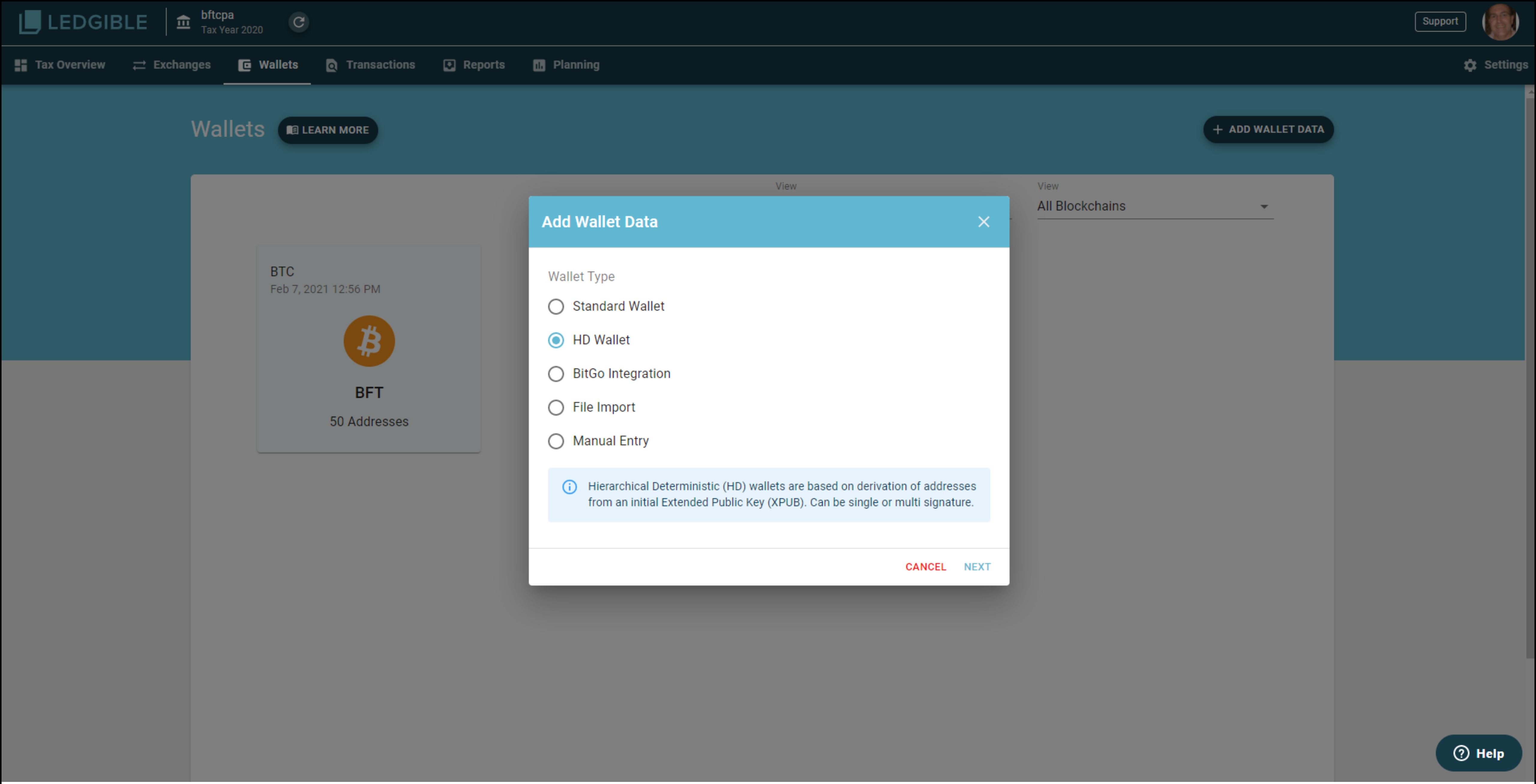
Get a free cryptocurrency checklist (shown above) by filling out the online form at https://www.cpate.ch/verady

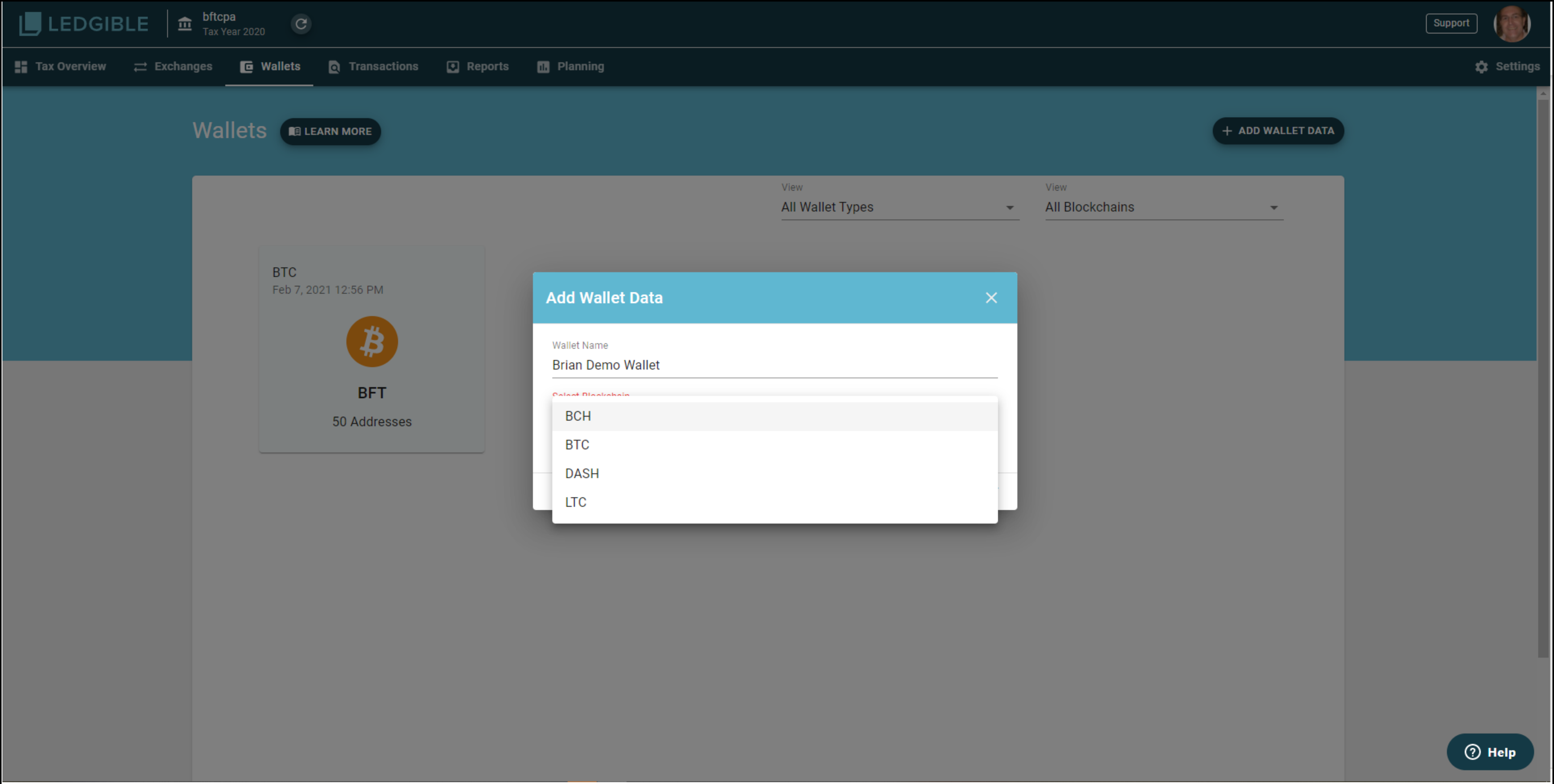
Ledgible Interfaces

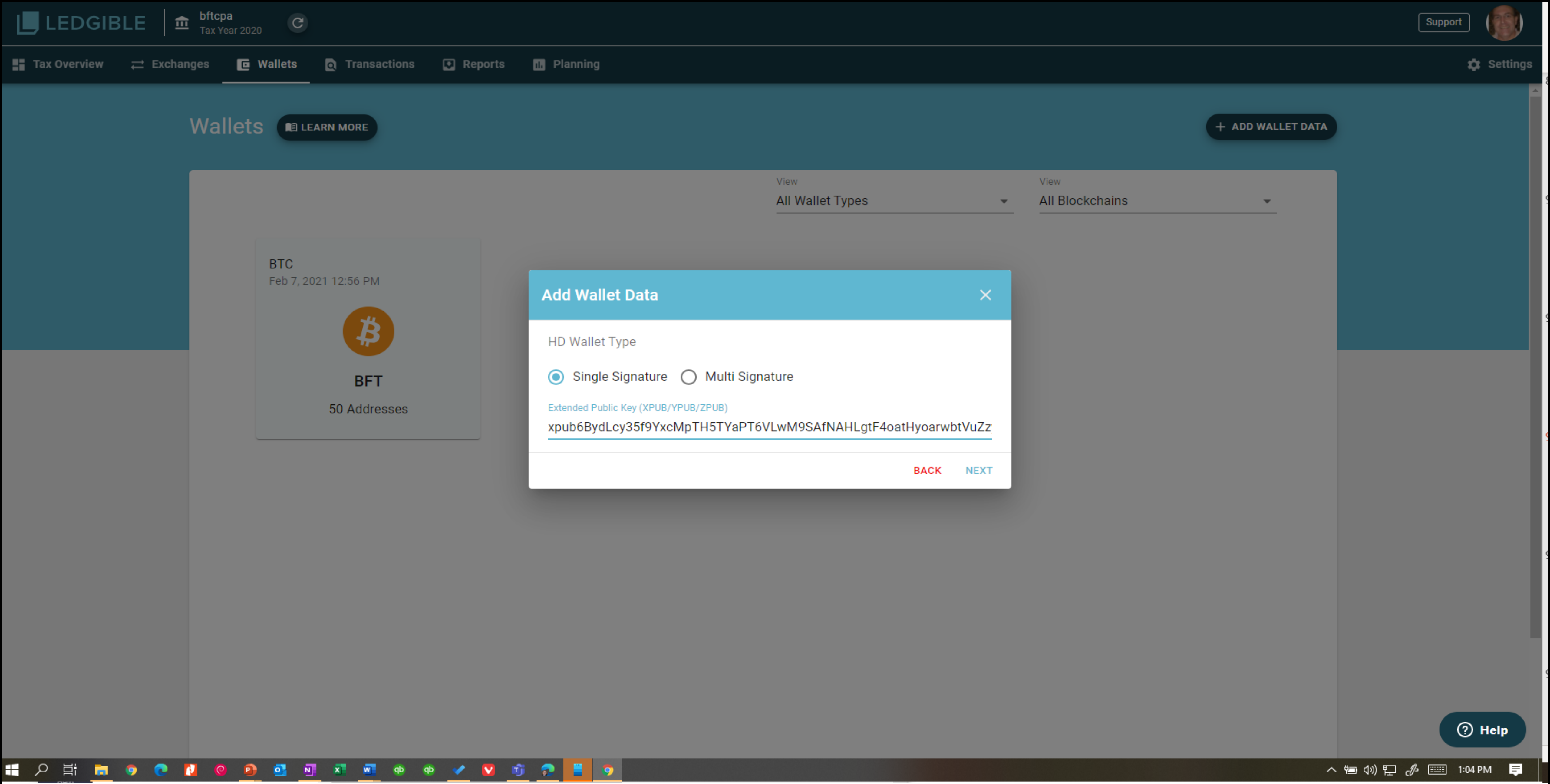
- Ledgible has automated interfaces which support the major blockchains, exchanges, wallets & accounting platforms
- More interfaces are being added every month



Skip screenshots


LEDGIBLE
bftcpa
Tax Year 2020
Support
Tax Overview
Exchanges
Wallets
Transactions
Reports
Planning
Settings
Wallets
LEARN MORE
ADD WALLET DATA
View
View
All Blockchains
BTC
Feb 7, 2021 12:56 PM
BFT
50 Addresses
Add Wallet Data
Wallet Type
Standard Wallet
HD Wallet
BitGo Integration
File Import
Manual Entry
Hierarchical Deterministic (HD) wallets are based on derivation of addresses from an initial Extended Public Key (XPUB). Can be single or multi signature.
CANCEL
NEXT
Help


LEDGIBLE
bftcpa
Tax Year 2020
Support
Tax Overview
Exchanges
Wallets
Transactions
Reports
Planning
Settings
Wallets
LEARN MORE
ADD WALLET DATA
View
All Wallet Types
View
All Blockchains
BTC
Feb 7, 2021 12:56 PM
BFT
50 Addresses
Add Wallet Data
Wallet Name
Brian Demo Wallet
BCH
BTC
DASH
LTC
Help


LEDGIBLE
bftcpa
Tax Year 2020
Support
Tax Overview
Exchanges
Wallets
Transactions
Reports
Planning
Settings
Wallets
LEARN MORE
ADD WALLET DATA
View
All Wallet Types
View
All Blockchains
BTC
Feb 7, 2021 12:56 PM
BFT
50 Addresses
Add Wallet Data
HD Wallet Type
Single Signature
Multi Signature
Extended Public Key (XPUB/YPUB/ZPUB)
xpub6BydLcy35f9YxcMpTH5TYaPT6VLwM9SAfNAHLgtF4oatHyoarwbtVuZz
BACK
NEXT
Help
1:04 PM

LEDGIBLE bftcpa Tax Year 2020 Support

Tax Overview | Exchanges | Wallets | Transactions | Reports | Planning | Settings

Wallet - *Brian Demo Wallet*

WALLETS REFRESH

SUMMARY | ADDRESSES | SETTINGS

Blockchain	Wallet Value	Derived Addresses	Last Update
BTC	$164.78	50	Feb 7, 2021 01:05 PM

Wallet Assets

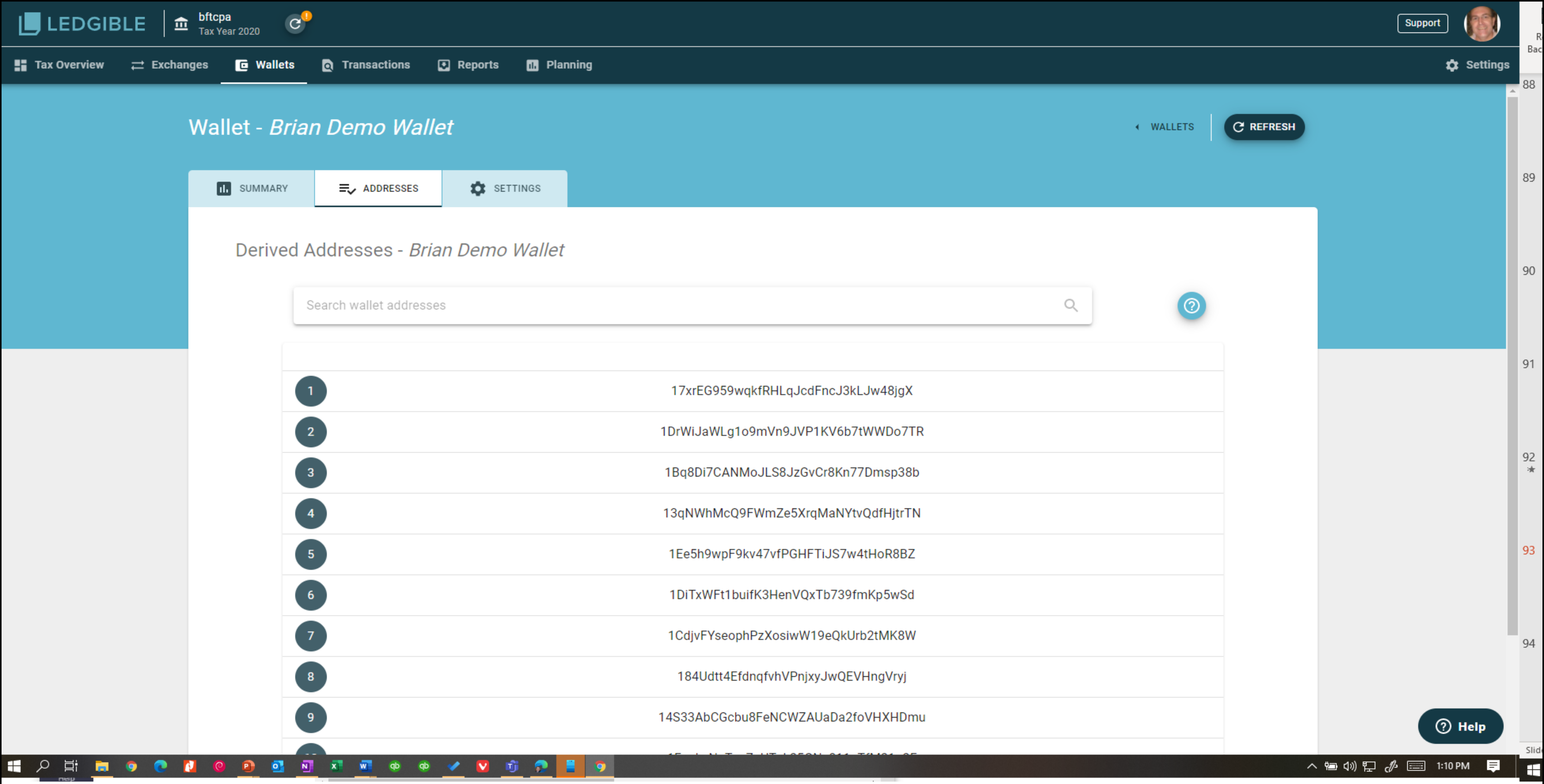
Asset	Quantity	Fiat Value (USD)	BTC Value
BTC	0.0044	164.7814	0.0044

Recent Wallet Transactions

Date	Quantity	Fiat Value (USD)	Asset	Transaction Hash
December 12, 2020 12:38 PM	0.00435539	$80.13	BTC	7a471759f58c...
December 12, 2020 12:38 PM	0.01171063	$215.44	BTC	7a471759f58c...
December 12, 2020 11:31 AM	0.01204562	$221.93	BTC	dda05305bb9...
December 12, 2020 11:31 AM	0.01171063	$215.76	BTC	dda05305bb9...
June 17, 2019 7:41 PM	0.01440276	$134.67	BTC	ab0acf0b08fe...
June 17, 2019 7:41 PM	0.01204562	$112.63	BTC	ab0acf0b08fe...

Help

1:09 PM


LEDGIBLE
bftcpa
Tax Year 2020
Support
Tax Overview
Exchanges
Wallets
Transactions
Reports
Planning
Settings
Wallet - *Brian Demo Wallet*
WALLETS
REFRESH
SUMMARY
ADDRESSES
SETTINGS
Derived Addresses - *Brian Demo Wallet*
Search wallet addresses
1 17xrEG959wqkfRHLqJcdFncJ3kLJw48jgX
2 1DrWiJaWLg1o9mVn9JVP1KV6b7tWWDo7TR
3 1Bq8Di7CANMoJLS8JzGvCr8Kn77Dmsp38b
4 13qNWhMcQ9FWmZe5XrqMaNYtvQdfHjtrTN
5 1Ee5h9wpF9kv47vfPGHFTiJS7w4tHoR8BZ
6 1DiTxWFt1buifK3HenVQxTb739fmKp5wSd
7 1CdjvFYseophPzXosiwW19eQkUrb2tMK8W
8 184Udtt4EfdnqfvhVPnjxyJwQEVHngVryj
9 14S33AbCGcbu8FeNCWZAUaDa2foVHXHDmu
Help
1:10 PM

LEDGIBLE bftcpa Tax Year 2020 Support

Tax Overview | Exchanges | Wallets | Transactions | Reports | Planning | Settings

Transactions

LEARN MORE

RUN TAX UPDATE | CREATE ENTRY

Filters: *Applied* Clear All Show Default

Transaction Date | Wallets | Exchanges | Currencies | Types | Tax Disposals | Fees

6 Transactions Found

Show Multi-Select

Date	Wallet/Exchange	Type	Proceeds	Cost Basis	Quantity	Currency		Gain/Loss	Actions
7/18/2018 12:00 PM	BFT	Outgoing Transfer 99cbf6c3d61d180...	$5.50	$5.50	- 0.000742	BTC		$0.00	
7/18/2018 12:39 PM	BFT	Outgoing Transfer b25602a186774c...	$7.54	$7.52	- 0.001014	BTC		+ $0.02	
7/18/2018 4:38 PM	BFT	Outgoing Transfer d828884caf8db0a...	$3.65	$3.71	- 0.0005	BTC		- $0.06	
6/17/2019 7:41 PM	BFT	Outgoing Transfer 268528208cfa4b3...	$19.75	$15.67	- 0.002112	BTC		+ $4.08	
12/12/2020 11:31 AM	BFT	Outgoing Transfer 0a97331b309d1e...	$3.68	$1.48	- 0.0002	BTC		+ $2.20	
12/12/2020 12:38 PM	BFT	Outgoing Transfer 5696f6af760ab6a...	$132.77	$53.54	- 0.007217	BTC		+ $79.23	

Help

LEDGIBLE bftcpa Tax Year 2020 Support

Tax Overview Exchanges Wallets Transactions Reports Planning Settings

Tax Reports On Demand

Ready to get your reports? Just input your wallet and exchange data to get started. Learn more about tax report outputs or generate a report below.

IRS Form 8949

PDF output of IRS Form 8949 to capture long and short term capital gains/losses

TurboTax Import

Compatible CSV file for import into TurboTax

TaxAct Import

Compatible CSV file for import into TaxAct

Transaction Export

An export CSV of all imported transactions

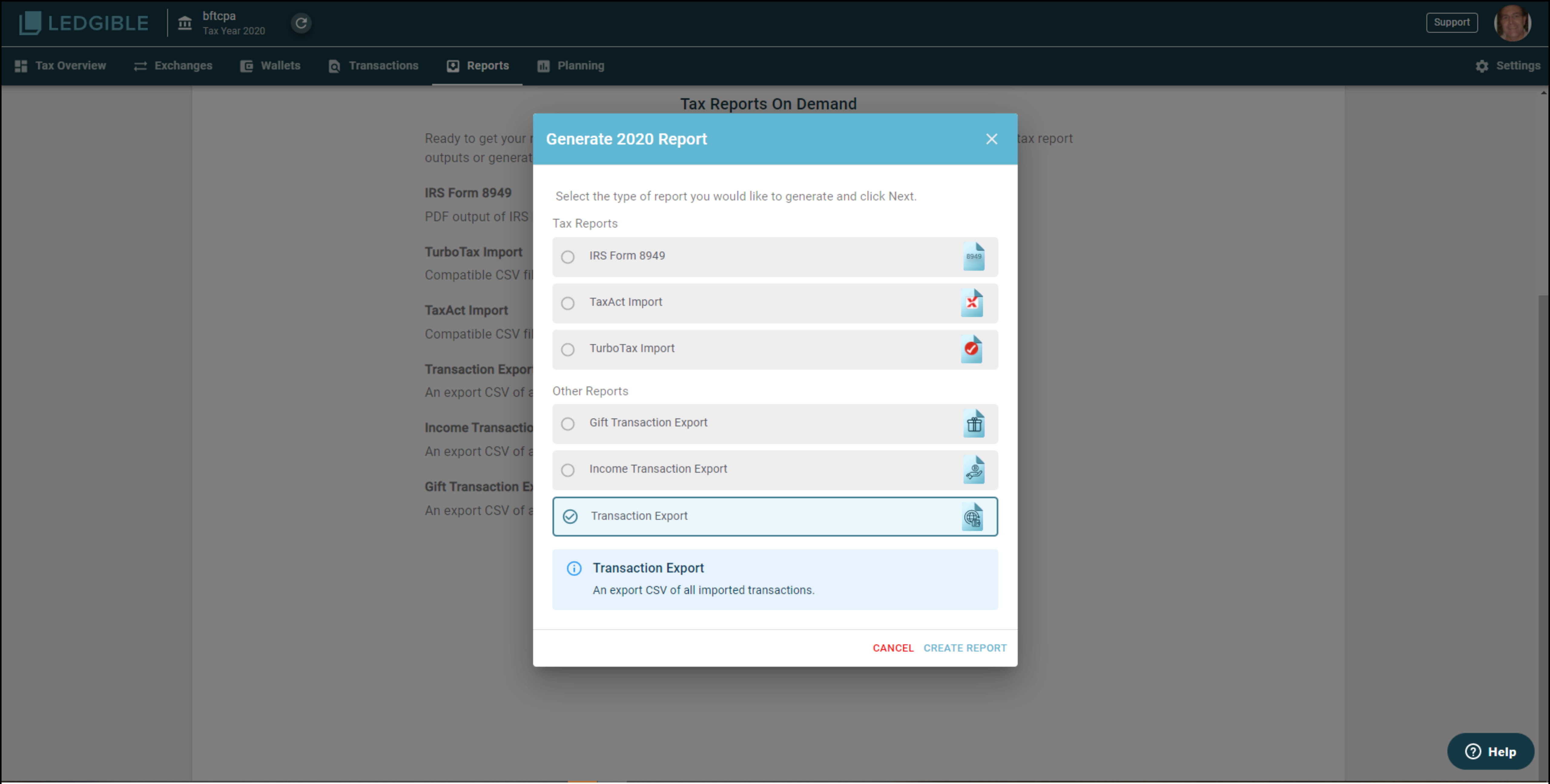
Income Transaction Export

An export CSV of all transactions with an income categorization

Gift Transaction Export

An export CSV of all with an gift categorization

Help


LEDGIBLE
bftcpa
Tax Year 2020
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Reports
Planning
Settings
Tax Reports On Demand
Generate 2020 Report
Select the type of report you would like to generate and click Next.
Tax Reports
IRS Form 8949
TaxAct Import
TurboTax Import
Other Reports
Gift Transaction Export
Income Transaction Export
Transaction Export
Transaction Export
An export CSV of all imported transactions.
CANCEL
CREATE REPORT
Help

TransactionOrder Details

Timestamp:	Sat Dec 12 2020 17:38:43 GMT+0000 (Coordinated Universal Time)		
Hash:	7a471759f58ca22e131e25a4755955ef58ccbe0a72e773eae6beb3242ad6f6e5		
Source:	Bft (wallet)		
Type:	Transfer	Transaction Side:	Outgoing
Categorization:	No Category **(Add)**	Quantity:	0.007217 (BTC)
Price:	$18,397.08	Ignored:	No **(Ignore)**
Proceeds:	$132.77	Cost Basis:	$53.54
Gain/Loss:	$79.23		

Open In Block Explorer

Memo

Purchase

Characters

Blockchain.com Wallet Exchange **Explorer** Buy Bitcoin Trade

Explorer › Bitcoin Explorer › Transaction

Search your transaction, an address or a block

USD

Summary

USD BTC

Hash	7a471759f58ca22e131e25a4755955ef58ccbe0a72e773eae6be...				2020-12-12 12:30
	1ADpk9Los2C6YKNLyqcr5q4YFhidT8Yj28	0.01171063 BTC	→	17xrEG959wqkfRHLqJcdFncJ3kLJw48jgX	0.00435539 BTC
				12GJbYo4a1SxNsT9G3CF4cXbMFqjiwwwcv	0.00721700 BTC
Fee	0.00013824 BTC (61.168 sat/B - 15.292 sat/WU - 226 bytes)				0.01157239 BTC

Customer ID: brian@tankersley.com
Account Number: 1567150

Dear BRIAN TANKERSLEY,

Thank you for shopping at Newegg.

This is the invoice and receipt for your recent order. Please keep a copy for your records.

Invoice Summary:

Your Sales Order Number: 495228311

Order Date: 12/12/2020

Order Total: $131.05

Billing Information

To view your Bitcoin payment receipt, click the URL below.

Shipping Information

BRIAN TANKERSLEY

[redacted]

Invoice Number: 186339443
Invoice Date: 12/12/2020 10:25:05 AM

ORDER SUMMARY

Order # 495228311

Sold and Shipped by **Newegg**

Est. Ship Date: **12/14/2020 by End of Day**

Crucial X6 1TB Portable SSD - Up to 540 MB/s - USB 3.2 - USB-C - CT1000X6SSD9

Qty: **1** $119.95

Subtotal:	$119.95
Tax:	$11.10
Shipping:	$0.00
Grand Total:	**$131.05**

SHOP NEWEGG MY ACCOUNT CUSTOMER SERVICE

transactions_export_2_7_2021_bftcpa.csv

	Currency	Curr	Date	Ignored	Internal	Price	Quantity	Source	Source	Tax Category	Transaction Id	Tx Side	Tx Type	Tx-Hash
2	Bitcoin	BTC	7/18/2018 15:42	No	No	$ 7,418.20	0.01684600	BFT	wallet		646de125639ea667e9d	incoming	transfer	4300235
5	Bitcoin	BTC	7/18/2018 16:00	No	No	$ 7,418.20	0.00074200	BFT	wallet		99cbf6c3d61d1802d84	outgoing	transfer	090bc80
8	Bitcoin	BTC	7/18/2018 16:39	No	No	$ 7,438.23	0.00101400	BFT	wallet		b25602a186774cd3073	outgoing	transfer	2348a68
11	Bitcoin	BTC	7/18/2018 20:38	No	No	$ 7,306.10	0.00050000	BFT	wallet		d828884caf8db0aa3db	outgoing	transfer	da7dbea
13	Bitcoin	BTC	6/17/2019 23:41	No	No	$ 9,349.95	0.00211200	BFT	wallet		268528208cfa4b3e67bc	outgoing	transfer	ab0acf0b
17	Bitcoin	BTC	12/12/2020 16:31	No	No	$ 18,424.13	0.00020000	BFT	wallet		0a97331b309d1e33b75	outgoing	transfer	dda0530
20	Bitcoin	BTC	12/12/2020 17:38	No	No	$ 18,397.08	0.00721700	BFT	wallet		5696f6af760ab6ad109a	outgoing	transfer	7a47175

transactions_export_2_7_2021_bf

Form **8949**

Department of the Treasury Internal Revenue Service

Sales and Other Dispositions of Capital Assets

▶ Go to *www.irs.gov/Form8949* for instructions and the latest information.

▶ File with your Schedule D to list your transactions for lines 1b, 2, 3, 8b, 9, and 10 of Schedule D.

OMB No. 1545-0074

2019

Attachment Sequence No. **12A**

Name(s) shown on return | Social security number or taxpayer identification number

Before you check Box A, B, or C below, see whether you received any Form(s) 1099-B or substitute statement(s) from your broker. A substitute statement will have the same information as Form 1099-B. Either will show whether your basis (usually your cost) was reported to the IRS by your broker and may even tell you which box to check.

Part I **Short-Term.** Transactions involving capital assets you held 1 year or less are generally short-term (see instructions). For long-term transactions, see page 2.

Note: You may aggregate all short-term transactions reported on Form(s) 1099-B showing basis was reported to the IRS and for which no adjustments or codes are required. Enter the totals directly on Schedule D, line 1a; you aren't required to report these transactions on Form 8949 (see instructions).

You *must* check Box A, B, *or* C below. Check only one box. If more than one box applies for your short-term transactions, complete a separate Form 8949, page 1, for each applicable box. If you have more short-term transactions than will fit on this page for one or more of the boxes, complete as many forms with the same box checked as you need.

☐ **(A)** Short-term transactions reported on Form(s) 1099-B showing basis was reported to the IRS (see **Note** above)

☐ **(B)** Short-term transactions reported on Form(s) 1099-B showing basis **wasn't** reported to the IRS

☒ **(C)** Short-term transactions not reported to you on Form 1099-B

Form 8949 (2019) Attachment Sequence No. **12A** Page **2**

Name(s) shown on return. Name and SSN or taxpayer identification no. not required if shown on other side | Social security number or taxpayer identification number

Before you check Box D, E, or F below, see whether you received any Form(s) 1099-B or substitute statement(s) from your broker. A substitute statement will have the same information as Form 1099-B. Either will show whether your basis (usually your cost) was reported to the IRS by your broker and may even tell you which box to check.

Part II **Long-Term.** Transactions involving capital assets you held more than 1 year are generally long-term (see instructions). For short-term transactions, see page 1.

Note: You may aggregate all long-term transactions reported on Form(s) 1099-B showing basis was reported to the IRS and for which no adjustments or codes are required. Enter the totals directly on Schedule D, line 8a; you aren't required to report these transactions on Form 8949 (see instructions).

You *must* check Box D, E, *or* F below. Check only one box. If more than one box applies for your long-term transactions, complete a separate Form 8949, page 2, for each applicable box. If you have more long-term transactions than will fit on this page for one or more of the boxes, complete as many forms with the same box checked as you need.

☐ **(D)** Long-term transactions reported on Form(s) 1099-B showing basis was reported to the IRS (see **Note** above)

☐ **(E)** Long-term transactions reported on Form(s) 1099-B showing basis **wasn't** reported to the IRS

☒ **(F)** Long-term transactions not reported to you on Form 1099-B

1 (a) Description of property (Example: 100 sh. XYZ Co.)	(b) Date acquired (Mo., day, yr.)	(c) Date sold or disposed of (Mo., day, yr.)	(d) Proceeds (sales price) (see instructions)	(e) Cost or other basis. See the **Note** below and see *Column (e)* in the separate instructions	Adjustment, if any, to gain or loss. If you enter an amount in column (g), enter a code in column (f). See the separate instructions. (f) Code(s) from instructions	(g) Amount of adjustment	(h) Gain or (loss). Subtract column (e) from column (d) and combine the result with column (g)
0.00020000 BTC	07/18/2018	12/12/2020	3.68	1.48			2.20
0.00721700 BTC	07/18/2018	12/12/2020	132.77	53.54			79.23
2 Totals. Add the amounts in columns (d), (e), (g), and (h) (subtract negative amounts). Enter each total here and include on your Schedule D, **line 8b** (if **Box D** above is checked), **line 9** (if **Box E** above is checked), or **line 10** (if **Box F** above is checked) ▶			136.46	55.02			81.44

Note: If you checked Box D above but the basis reported to the IRS was incorrect, enter in column (e) the basis as reported to the IRS, and enter an adjustment in column (g) to correct the basis. See *Column (g)* in the separate instructions for how to figure the amount of the adjustment.

Form **8949** (2019)

zapier

- Integration between over 3,000 supported applications
- The synchronization is event driven, and users can define what kinds of events (“Zaps”) should result in Zapier interfacing data between two solutions
- Supports the most applications, and can do customized, multi-step workflows
- Has a developer platform so advanced, users (coders) can write interfaces to Zapier and gain access to connections to other tools

And For Accounting Specific Interfaces

- CData
  - Enterprise, Cloud, and API connectivity
  - ETL and data visualization including Tableau
  - Driver technologies including automated Salesforce
- Karbon and Avii have industrial quality integrations for public practice
- Other interesting integrations
  - Silverfin
  - Airpa.ai

Pre-Accounting Tools

- There is a proliferation of “pre-accounting” data extraction tools – Dext, Hubdoc, AutoEntry
- Some tools claim to automate bookkeeping with artificial intelligence – Anduin, Botkeeper, Vic.ai
- Others use RPA to automate routine tasks – Automation Anywhere, Digilence, UiPath

The Vic.ai Autopilot Experience

Invoice / Document

Madelin Woods, LLC
40 Rivington St, Apt 8
New York, NY 10002

BILL TO
Client, Inc
55 2nd St Ste 400
San Francisco, CA
94105
United States

INVOICE # 1025
DATE 12/19/2018
DUE DATE 01/18/2019
TERMS Net 30

DATE	TASK	AMOUNT
12/14/2018	Retainer period 13: 2 weeks of work completed (4 days/wk), 2 @ $5,600.00	11,200.00
12/28/2018	Retainer period 14: 2 weeks of work completed (1st week: 4 days/wk, 2nd week: 1 day/wk), 1.25 @ $5,600.00	7,000.00

For electronic wire transfer: **BALANCE DUE** **$18,200.00**

Madelin Woods LLC

Bank Name: JPMorgan Chase Bank, N.A.
Bank Address: 270 Park Avenue, New York, NY
10017

Thanks!

Autopilot

vic.ai

Accounting System

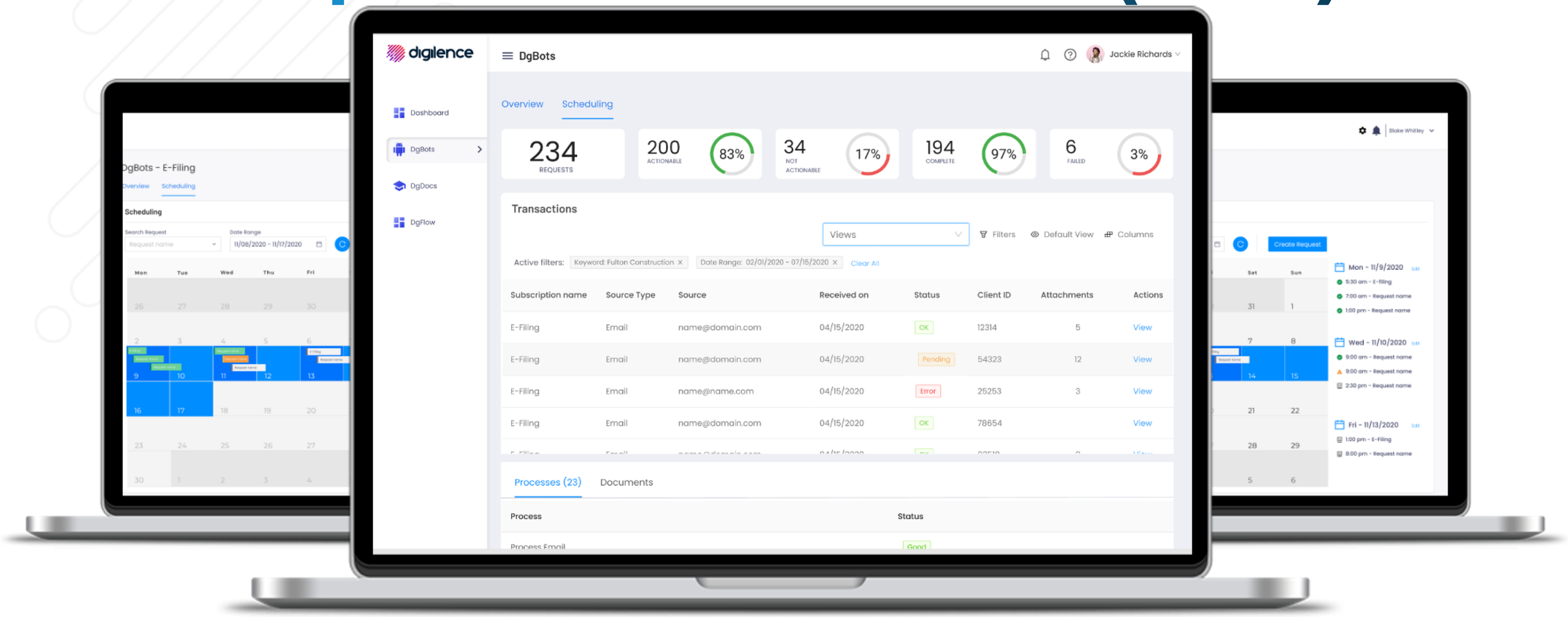
- 24SevenOffice
- Microsoft Dynamics GP
- sage Intacct
- NETSUITE
- intuit quickbooks
- bill.com
- xero

*And any other ERP platforms

Autopilot requires no human review

vic.ai

The Digilence Accounting Experience Platform (AXP)



Core Automations For The Accounting Experience

Core Automations	Automation Summary
Workflow Queue Management	• Digilence has bots that continually monitor sources and queues to trigger action • This could be a (centralized) email inbox, SharePoint folder, or other requests • Based on intelligent rules, Digilence can categorize and validate all inbound requests, and route the work / workflow to trigger downstream automations
AI Document Scanning	• Digilence intelligent document processing engine automatically scans & scrapes data from any document source (PDF, Image / picture files, word, excel, etc.) • Automation manual client data collection, categorization, and validation
Workflow Automation	• For any supported use case, Digilence bots are trained to interact with your PM/Workstream system to make all status and workflow updates with 100% accuracy and consistency • Updating workflow status across T&B, portal, document, client, etc. • Works with CCH Workstream, Practice Engine, Star, XCM, FirmFlow, and others
Document Management Automation	• Digilence bots automate the upload and management of any document into document systems • Eliminate the pain of moving and managing documents in multiple locations • Automatically receive, validate, upload, and save documents with intelligent rules
Communication	• Digilence has standard communications services to update all parties in real time • Automation notifications via email, text, portals, etc.

CPA Firm Road Map – Centralized Computing Or Cooperative Silos Of Apps?

Today

- Intuit
- Thomson
- CCH
- IRIS

Near Future

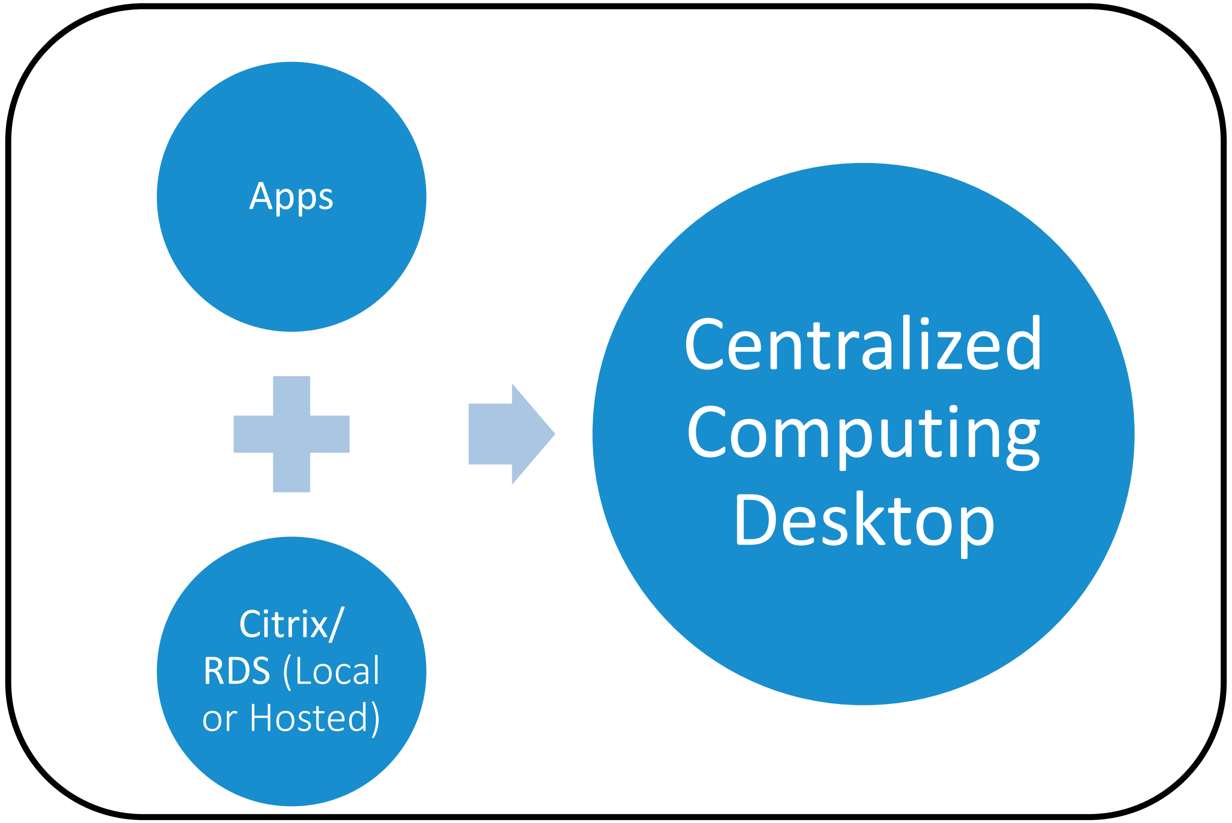
- Microsoft 365
- Suites: CCH Axcess, Thomson Onvio, Intuit ProConnect
- Best in Breed: Azure Virtual Server For All Other Apps

Azure

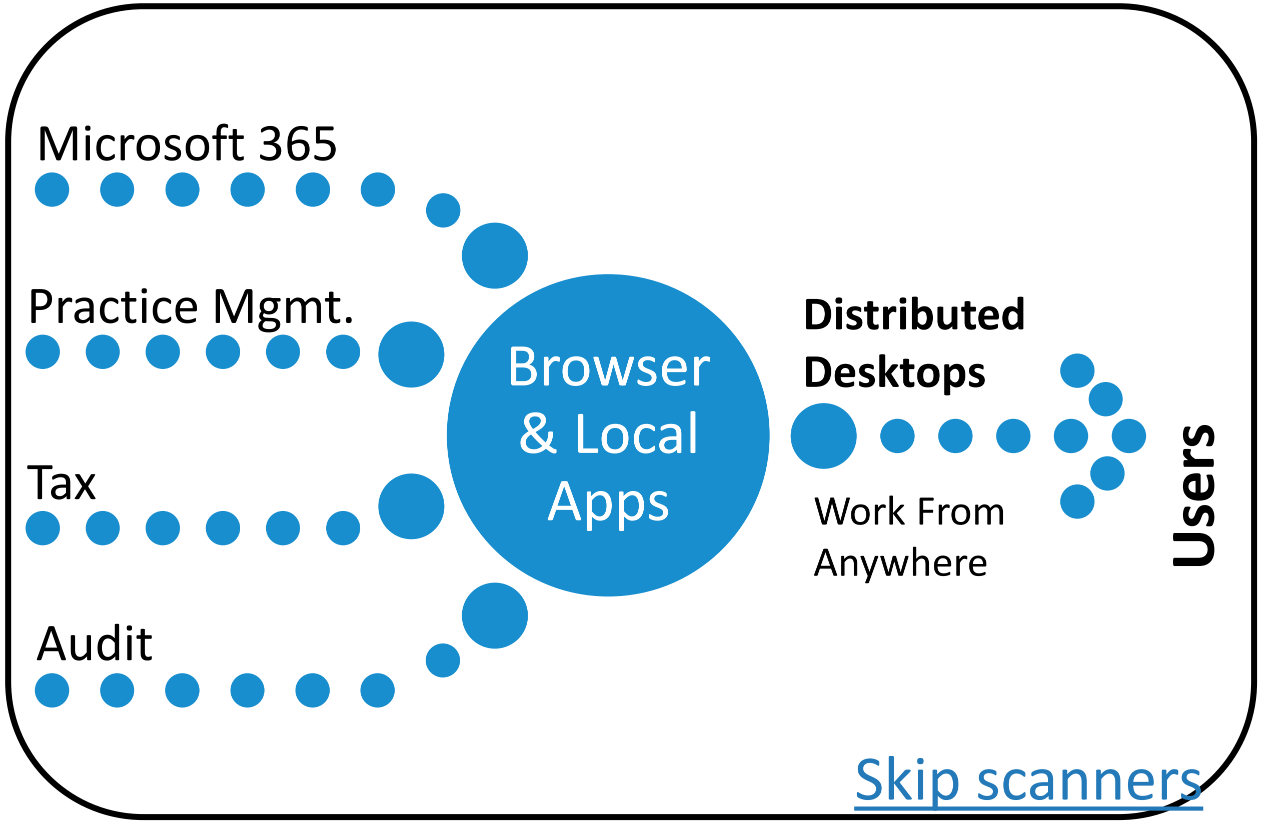
Digital Plumbing-Zapier, Power Automate, or API

What Is The Architecture Of Your Road Map?

Current Architecture



Future Architecture



Fujitsu ScanSnap ix1600

- 33% faster than the ix1500
- Touchscreen
- Wi-Fi or USB
- Links to cloud or mobile devices
- 40 ppm / 80 ipm, 600 dpi, ADF 50 sheets
- Duplex, up to 118” documents
- Embossed cards, multi-feed detection
- $495 ($399 street)

Fujitsu fi-8170 Deluxe

- Fast, double-sided scanning of up to 70 pages per minute (PPM)
- 100-page automatic document feeder (ADF) with enhanced handling
- Includes PaperStream Capture Pro Software with 1 year maintenance
- Color LCD panel for easy operation from the front of the scanner
- Supports both USB 3.2 and ethernet wired network connections
- TWAIN & ISIS compatible - Works with hundreds of scanning software solutions
- $1495 ($1320 street)

Fujitsu Image Scanner fi-7300NX

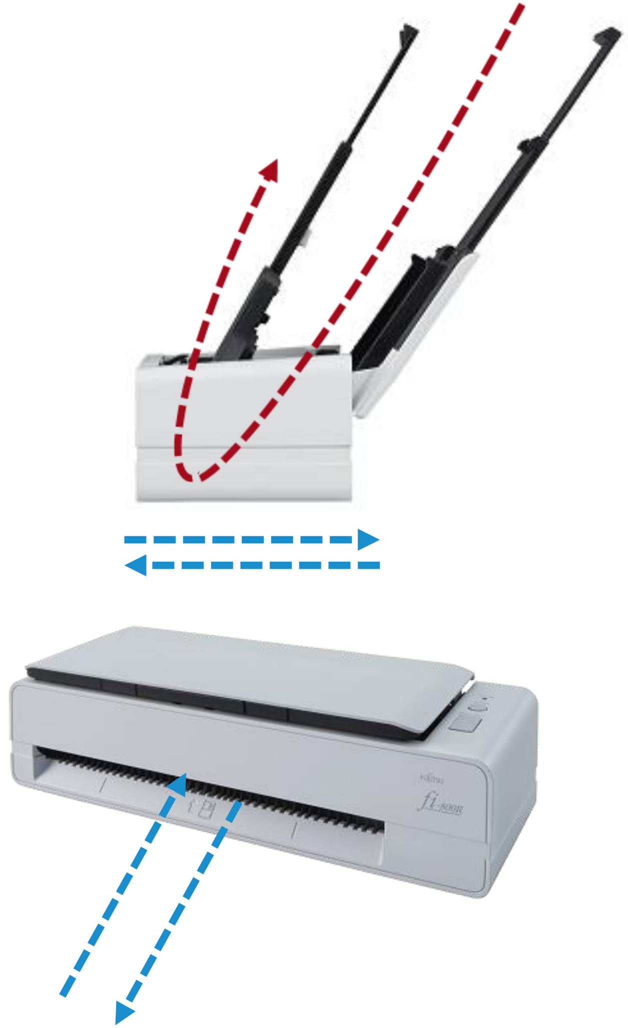
Built on the #1 Selling Scanner Platform fi-7160

- PaperStream NX Manager
  - PC-Less
  - Secure
  - Multiple Authentications
  - Job Buttons
- PaperStream IP Net
  - 2.4 or 5GHz Wi-Fi
  - Ethernet
  - TWAIN & ISIS
  - US

FUJITSU EXCLUSIVE!

- Hardware Specifications
  - Color Touch Screen
  - 60 ppm / 120 ipm
  - Letter / Legal / Long Page
  - 80 Sheet ADF
  - Intelligent Multi-Feed
  - Manual Feed Mode

fi-800R Award-winning Ultra-compact And Versatile Document Scanner



- Small Footprint
- Dual-Feed System
- Unique Performance

Image Quality Sample

Dot matrix purple ink with water mark

Packing List

DATE: 23/06/14

FROM: FUJITSU
1234 SCANNER LANE
NEW VISTA, CA 94098

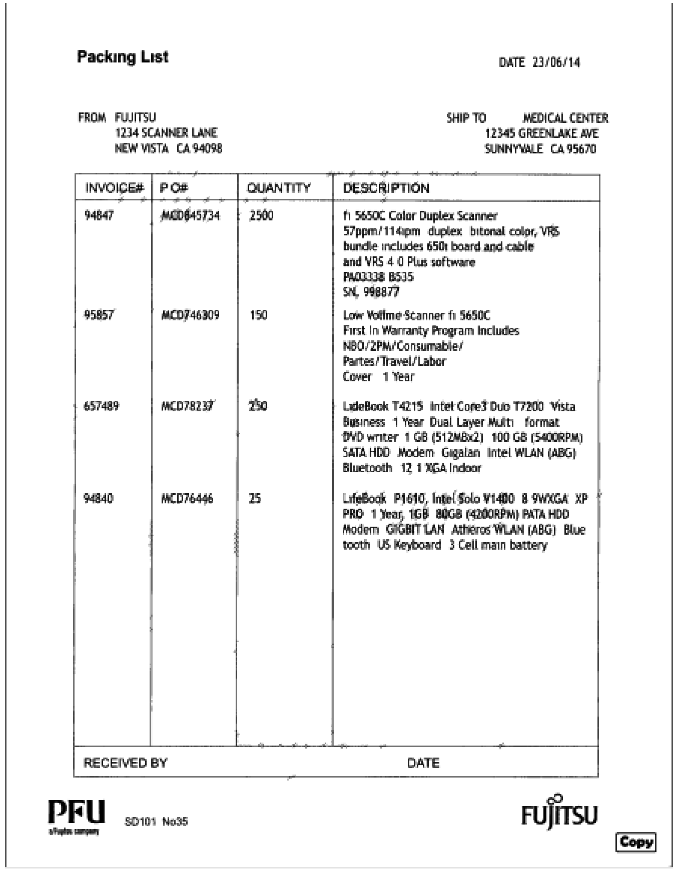
SHIP TO: MEDICAL CENTER
12345 GREENLAKE AVE
SUNNYVALE, CA 95670

INVOICE#	P.O#	QUANTITY	DESCRIPTION
94847	MCD845734	2500	fi-5650C Color Duplex Scanner 57ppm/114ipm, duplex, bitonal color, VRS bundle includes 650i board and cable and VRS 4.0 Plus software PA03338-B535 SN: 998877
95857	MCD746309	150	Low Volime Scanner fi-5650C First In Warranty Program Includes NBO/2PM/Consumable/ Partes/Travel/Labor Cover : 1 Year
657489	MCD78237	250	LifeBook T4215, Intel Core3 Duo T7200, Vista Business, 1 Year, Dual-Layer Multi - format DVD writer, 1 GB (512MBx2), 100 GB (5400RPM) SATA HDD, Modem, Gigalan, Intel WLAN (ABG), Bluetooth, 12.1 XGA Indoor
94840	MCD76446	25	LifeBook P1610, Intel Solo V1400, 8.9WXGA, XP PRO, 1 Year, 1GB, 80GB (4200RPM) PATA HDD, Modem, GIGBIT LAN, Atheros WLAN (ABG), Blue-tooth, US Keyboard, 3 Cell main battery

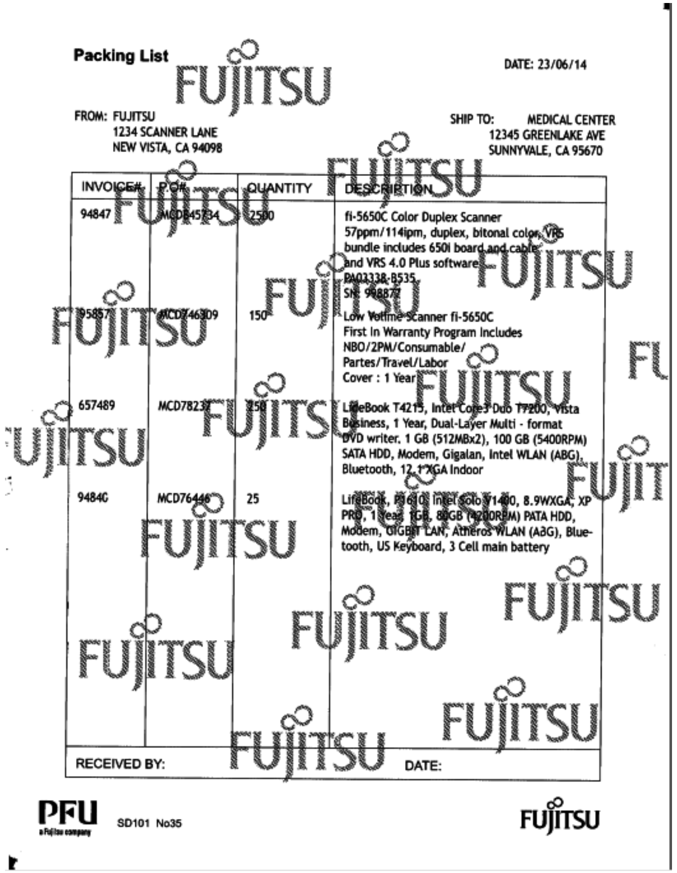
RECEIVED BY: DATE:

PFU SD101 No35 FUJITSU

Original document



Fujitsu PaperStream IP



Competition

[Major Topics](#)

* Setting: iDTC, Background Pattern Removal

ViewSonic® VX1755

- 17.2" Display
- 144Hz
- AMD FreeSync™ Premium
- IPS Panel
- 1920 x 1080 Resolution
- USB Type-C
- Second USB Type-C for power or for keyboard and mouse
- $306.99

Major Topics

E-mail:

randy@k2e.com

brian@k2e.com

QUESTIONS?