



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



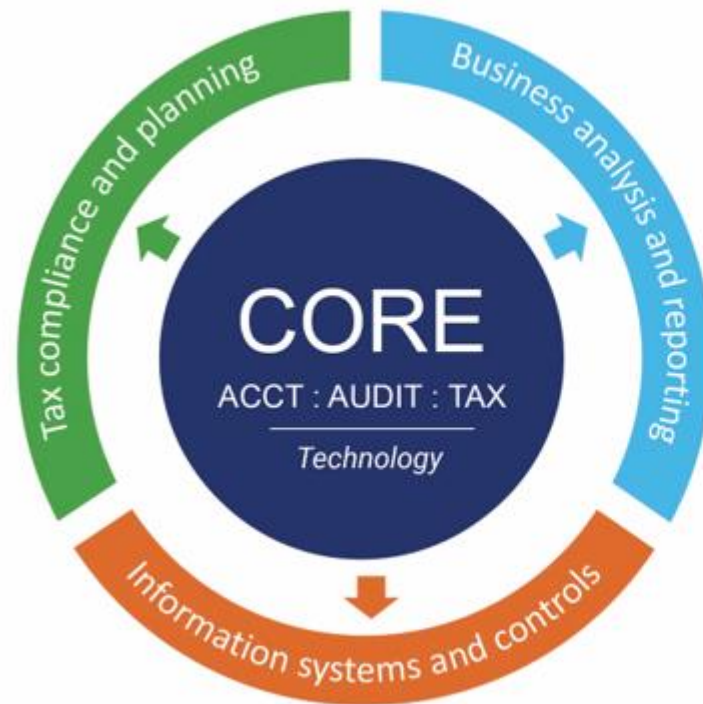
TRENDS IN THE PROFESSION

Trend Topics



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

CPA Evolution Project 2024 Launch



= CPA

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 (Axcress, 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®

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



BooXKEEPING®
...bookkeeping redefined

BooXKEEPING®
...bookkeeping redefined

Ready To Get Started?
Schedule Your Free Consultation Today.

DOWNLOAD OUR FREE GUIDE TO WHITE LABEL BOOKKEEPING

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WHITE LABEL BOOKKEEPING

for CPAs, CFOs, and Consultants

Boost Your Revenue With Our Impressive White Label Bookkeeping Services

BooXkeeping offers a complete White Label Bookkeeping Service for CPAs, CFO outfits, consulting services, and other bookkeeping companies.

- ✓ **Generate Additional Revenue**
We provide added value to your business by enabling capacity without the overhead, and stress of internal staff.
- ✓ **Increase Capacity**
Without the need to hire bookkeepers internally, you can offer better bookkeeping to more clients.
- ✓ **Dedicated Relationship Manager**
Your firm will have a dedicated Senior Accountant to ensure each client account is serviced at a level of expertise your own staff would provide.
- ✓ **Fully Branded For Your Business**
Our services are 100% white labeled for your brand with your logo and your level of service.



Don't Take Our Word For It



The BooXkeeping team has done a very good job supporting my client, who can be difficult to work with and unresponsive to information requests.

Les S.
CPA / Nashville, TN



I'm a CPA and run my own law practice. I know accounting, but I have no time to fix my bookkeepers' mistakes. I have had four bookkeepers before but never even had to think about my accounting since BooXkeeping took over. It's like a Swiss watch.

David K.
CPA / Attorney / San Diego, CA

Featured in
Entrepreneur

Inc.



Typical CPA Firm **Increases Its Revenue By \$93,600** When Outsourcing to BooXkeeping.



Join Hundreds Of CPAs, CFO Outfits, And Consultants Who Count On Us To Handle Bookkeeping For Their Clients.

No matter how big or small your company is, having the right amount of support can make or break your business. By using our **White Label Bookkeeping Services**, you gain the capacity to take on more clients and grow your business, without the overhead costs and resource limitations that come with internal bookkeeping staff.

- ✓ **Save Time & Money**
Our bookkeeping experts handle all the back-office work. We save you time and money by handling all the menial tasks required to keep your client's books in order.



- ✓ **Create Stronger Relationships With Customers**

Our proven solution enables you to offer bookkeeping services to your customers, without the limitations of internal staff. By implementing it, you can deepen your relationship with clients, while increasing revenues.

We Support

We support and work with most major accounting and bookkeeping software platforms, making it easy to outsource to us and keeping you in control of your financial data.



Meet with one of our Chief BooXkeeping Officers to determine the best plan for your firm today.

Schedule a **Free Consultation Today!**

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



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 II 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”

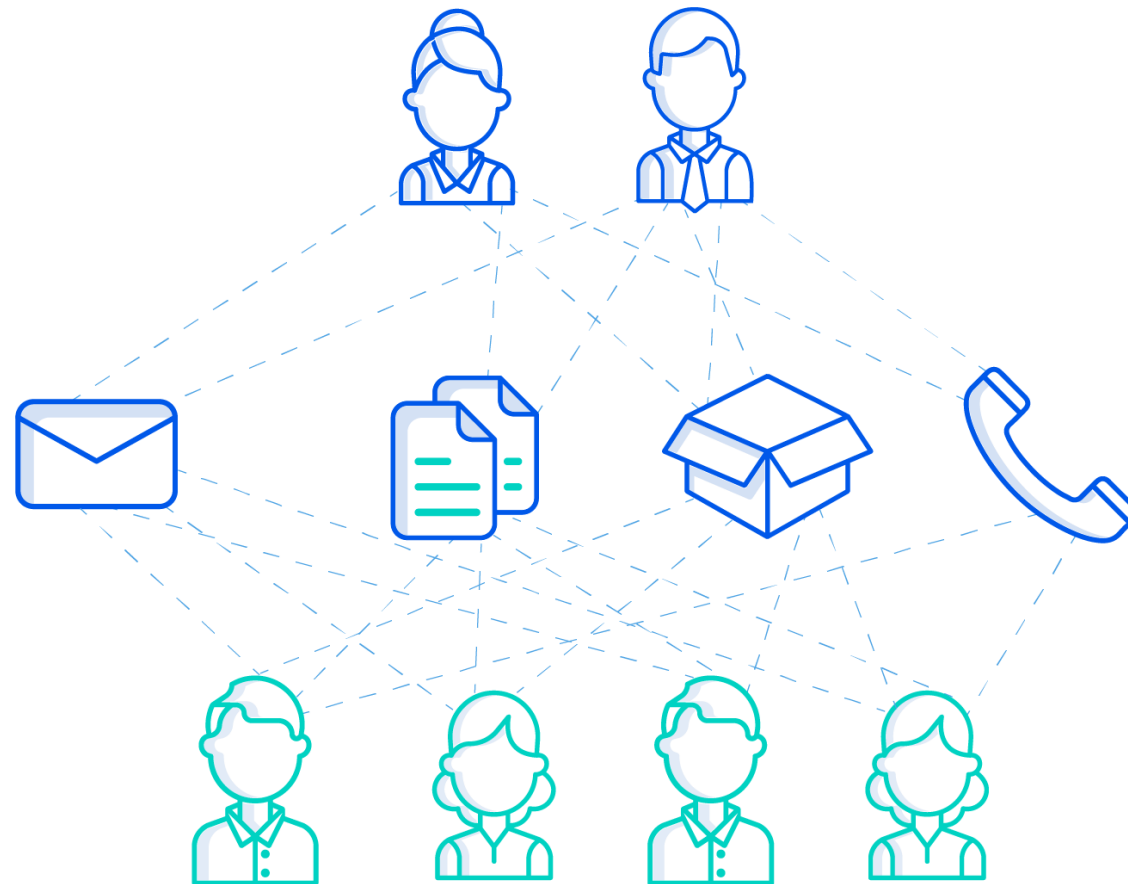
- Security
- Ease of use
- Client experience
- eSignature including KBA

Secondary – “Better to Have”

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

[Major Topics](#)

The Common Process



Request & Receive
Sensitive Information

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Problems & Frustrations



Inefficiency

FOR CLIENTS

- Email documents individually or in small batches
- No way to track provided documents
- Can't easily delegate or track requests

FOR FIRMS

- 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

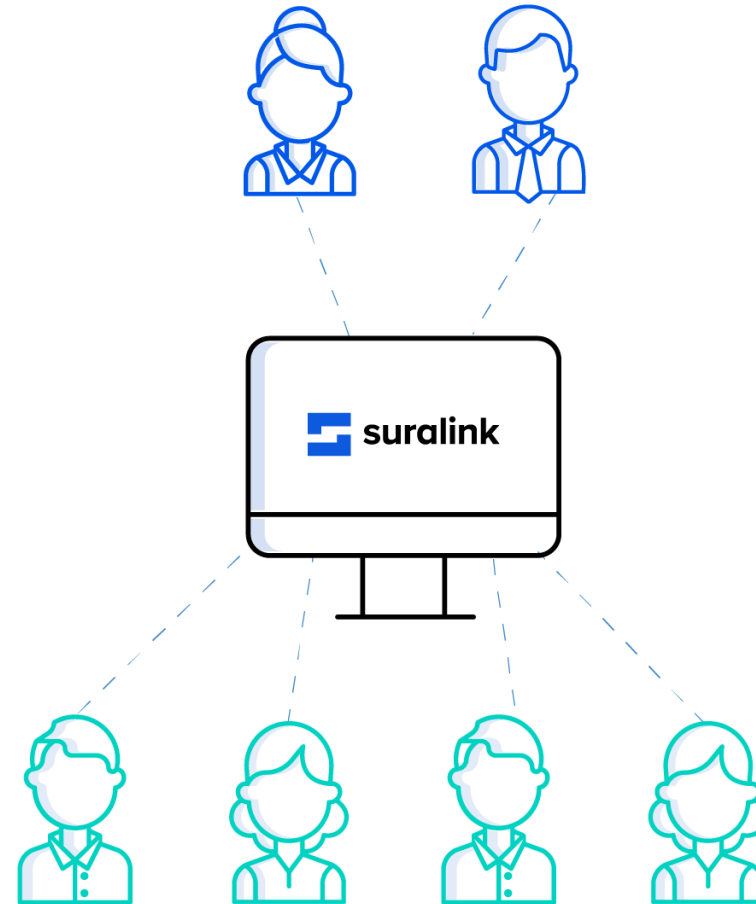
- Clients say everything is in the portal
- Clients say they gave it to someone else
- Firm makes duplicate document requests

Request & Receive
Sensitive Information

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The New Way



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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

Request & Receive
Sensitive Information

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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



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[/company/suralink](https://www.linkedin.com/company/suralink)

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
<ul style="list-style-type: none">Unlimited storage and file sizeUnlimited engagement and requestsUnlimited client usersFirm training and live supportNo setup feesCustom brandingAPI & SSOAdvanced automationIP restrictionDomain restrictionExport client page	<ul style="list-style-type: none">Unlimited storage and file sizeUnlimited engagement and requestsUnlimited client usersFirm training and live supportNo setup feesCustom brandingAPI & SSOAdvanced automationIP restrictionDomain restrictionExport 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

Documents,
Notes and
Working
Papers

Mobile App



Portal

No integration
between
communication
siloes =

e-Signature

Lost time
searching for
documents

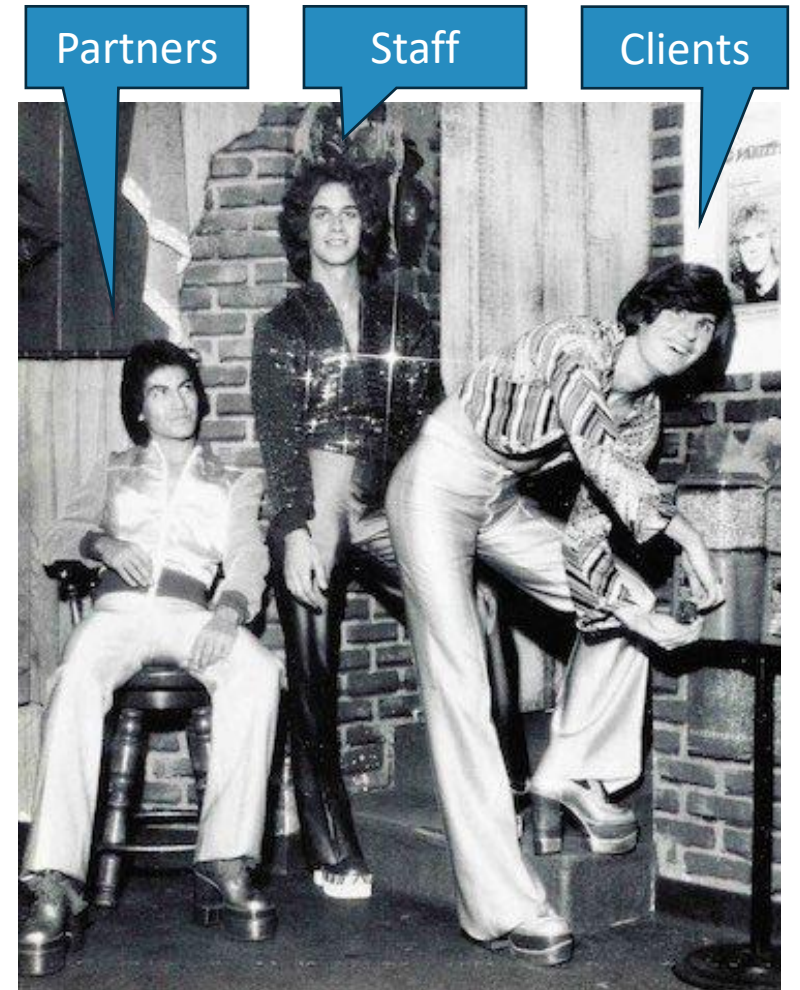
E-Mail

Document
Exchange

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

- Scan and email files
- Documents scattered
- Structured by folder
- Located by search
- Names somewhat random
- Disjoint
- Difficult

New Way

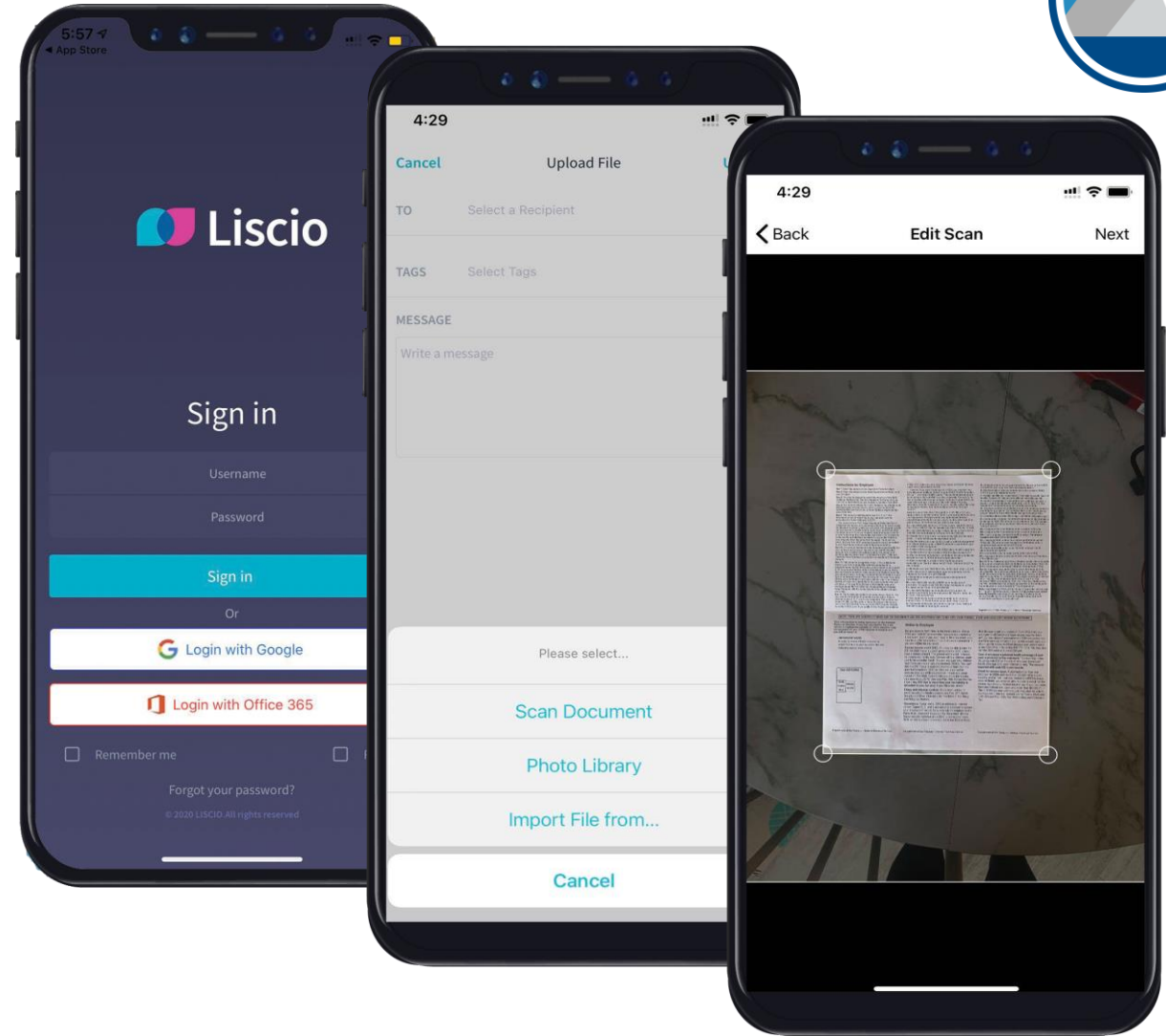
- Take picture, converted to PDF
- Documents gathered
- Structured by client
- Located by classification or name
- Tags used to classify documents
- Integrated
- Easy

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



Liscio Scanning Capability

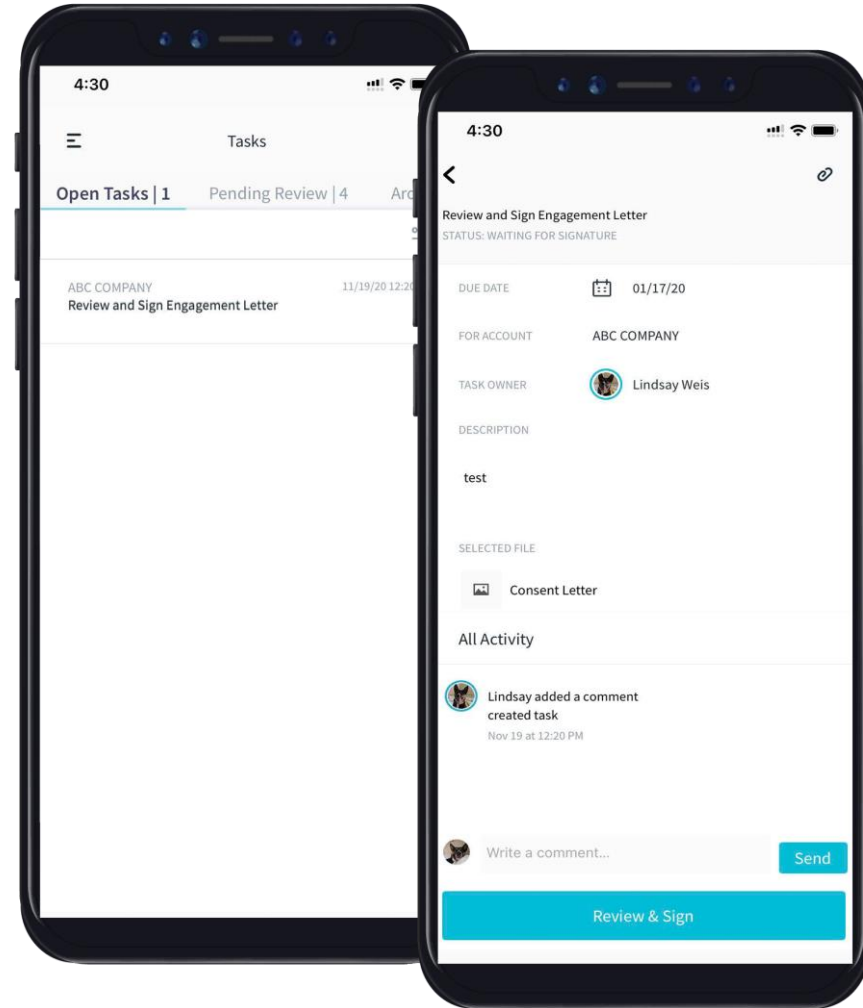
- Converts pictures from cell phones to PDF
- One Step for clients
- Ready to use PDF for team members





Liscio To Do List

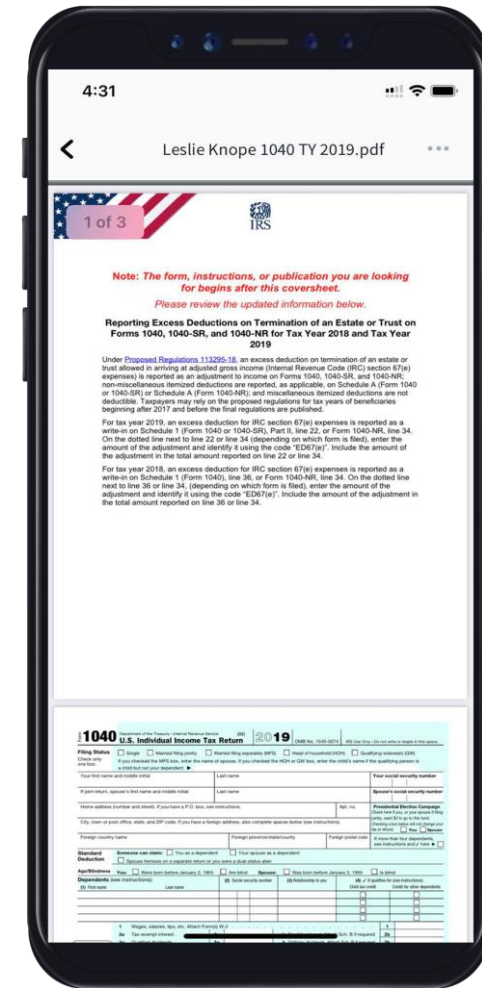
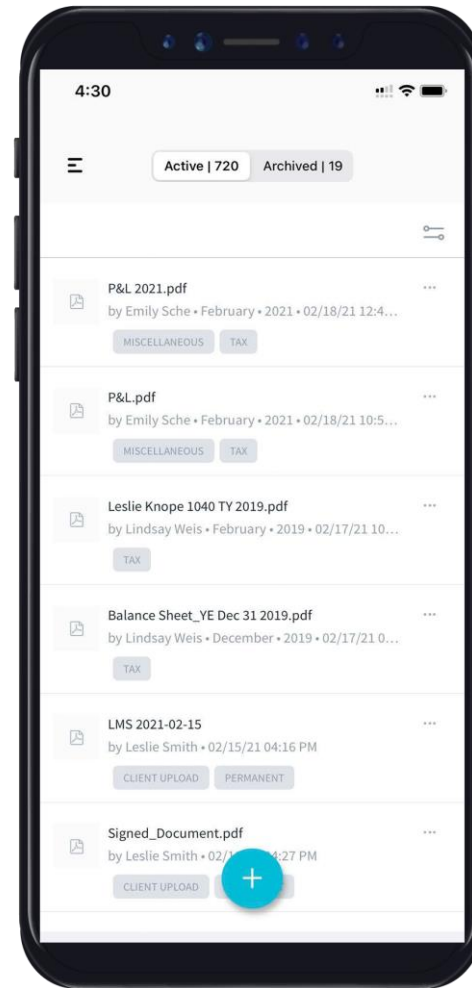
- Shows open items to client
- Visibility by all team members
- Notifications to client and team





Liscio Files Section

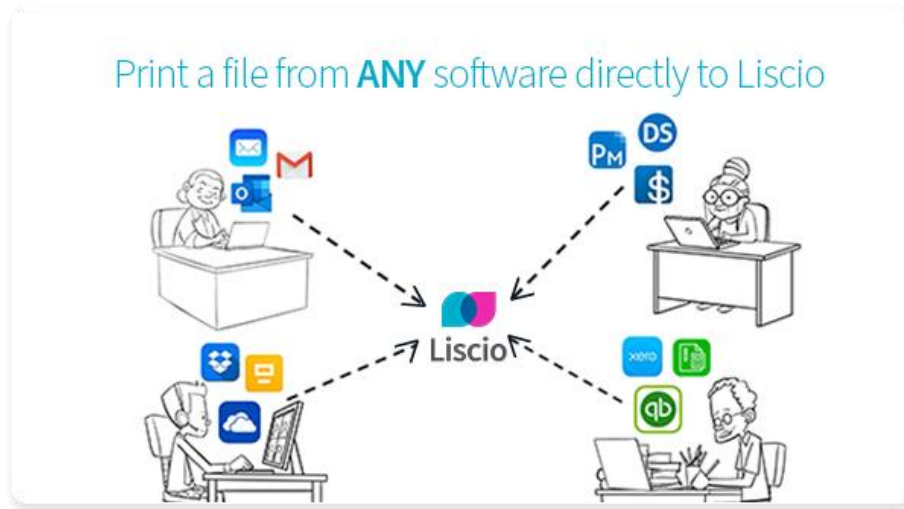
- Completed engagements
- No charge for storage
- No charge by client



Liscio Dispatch



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



Liscio Dispatch

Upload File

Make Private

TO

LESLIE SMITH • CRAIG'S DESIGN AND LANDSCAPING SERVICES x

YEAR

2019 x ↕

MONTH

February x ↕

TAGS

TAX x

MESSAGE

Do not Send Message

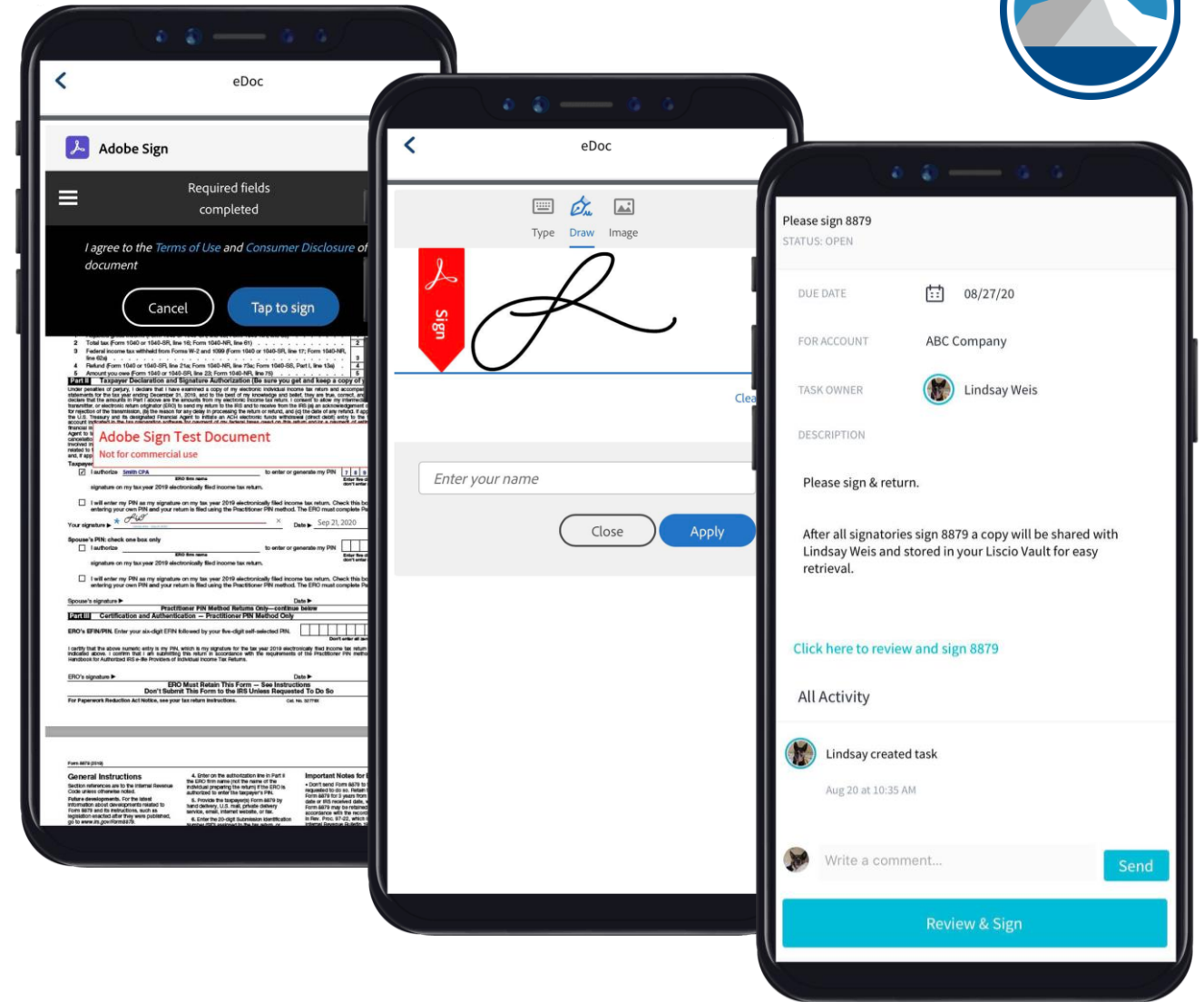
Leslie Knope 1040 TY 2019.pdf 584.94 KB x

Cancel Upload

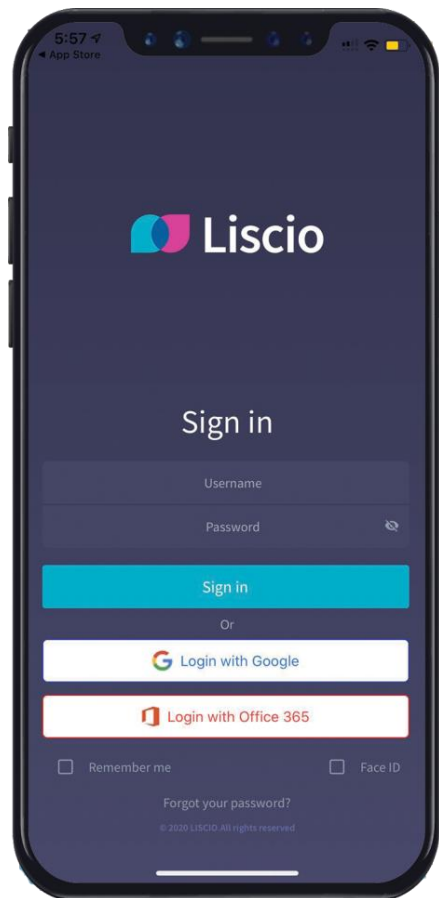


Liscio eSignature

- Works on Any Device
- Knowledge-Based Authentication



Liscio Client Collaboration=Client Experience 2.0



Navigation Sidebar:

- ADD NEW
- HOME
- INBOX
- TASKS
- ACCOUNTS
- FILES
- NOTIFICATIONS
- HELP
- RANDY CLIE...

Inbox | 1

SENDERS	MESSAGE DETAILS	LAST ACTIVITY AT
Lindsay Firm, me	Welcome to Liscio! Message from Randy	01/26/21 12:11 pm

[SEE ALL INBOX MESSAGES →](#)

My Tasks | 1

TASK NAME	ASSIGNED TO	ACCOUNT	OWNER	DUE DATE	LAST ACTIVITY AT ↓
Get a Signature Review and Sign Engagement Letter <small>1 NEW COMMENT</small>	Randy Client	Randy Client, LLC	Chris Farrell	02/02/21	01/26/21 09:17 pm

[SEE ALL OPEN TASKS →](#)

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



Automated Tax Trial Balance

Streamline and save time with systematic data flows.

Xero

QuickBooks
Online & Desktop

Sage Intacct

Excel



Tallyfor

Engagement

ProSystem fx

CCH Axcess

Drake

Lacerte

UltraTax

Connect



Adjust



File

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
- Diligence
- 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

+
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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 (€/S 1.14); Δ OG: % Organic growth.

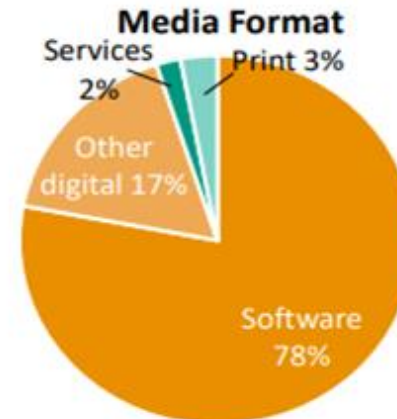
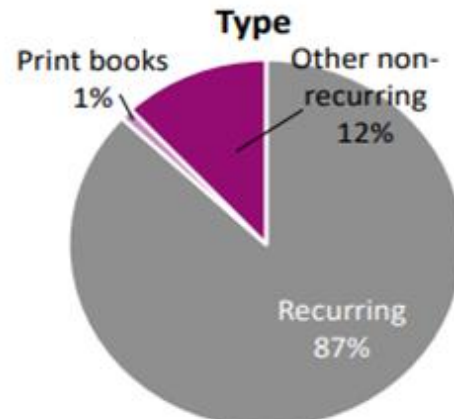
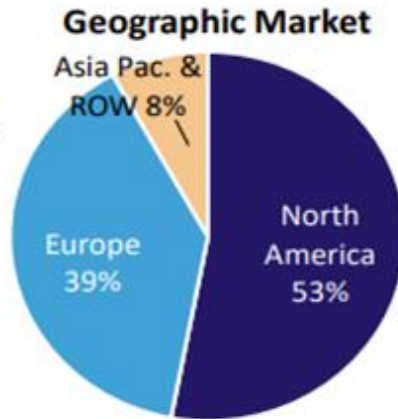
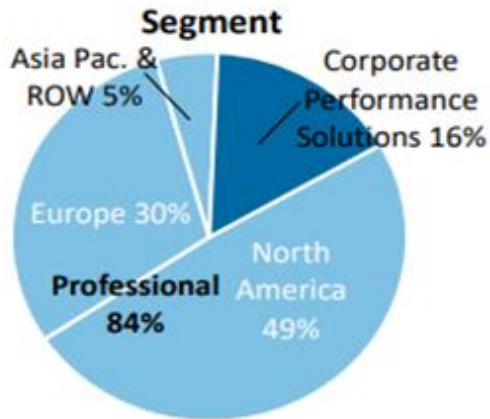
Corporate Performance Solutions

- 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



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

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

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

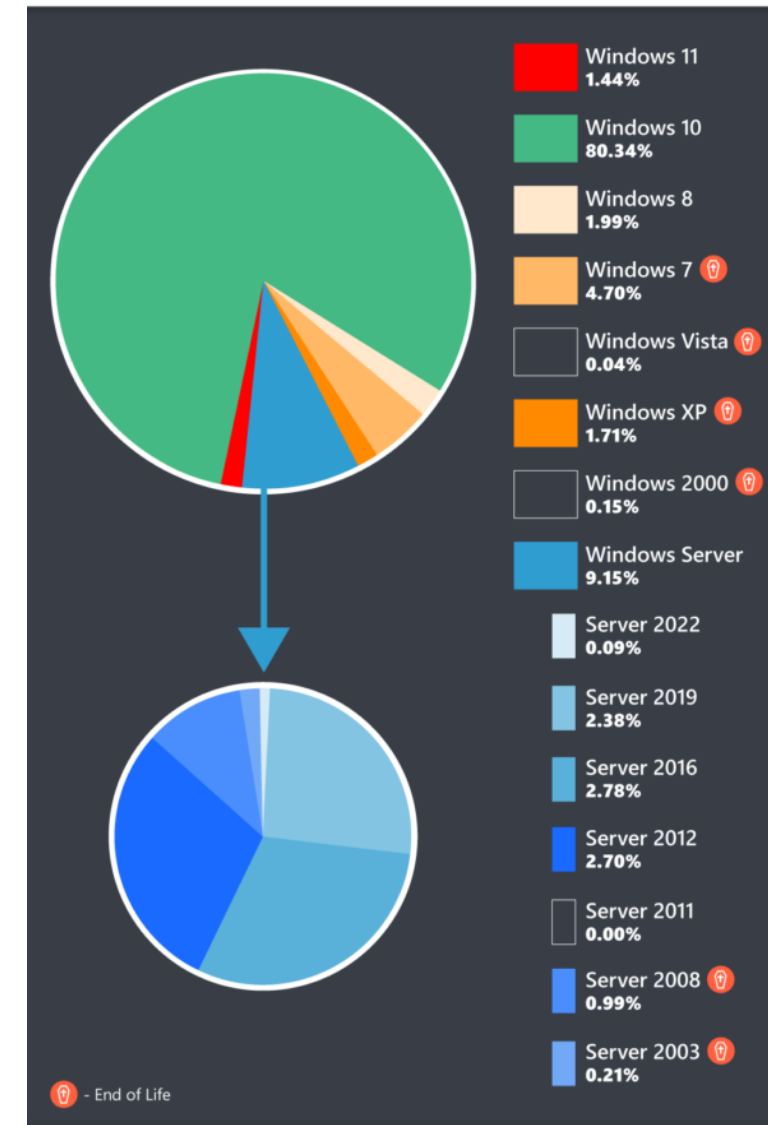
- Microsoft recently completed their worldwide rollout of W11 (ho-hum, it went well)
- [LANsweeper](#): More running Win XP, 7, 8 than W11 (1.44%) ([story](#))([data](#))
- [Smart App Control](#) will [enhance security](#), but [will require a PC reset](#)

Windows 10

- [W10 21H2](#) now available for all
 - W10 Support: 30 mo. entity, 18 mo. Pro/Home

Windows OS Distribution

Snapshot 4 Apr 2022



Data based on Lansweeper Research from +10M Windows devices

Lansweeper

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



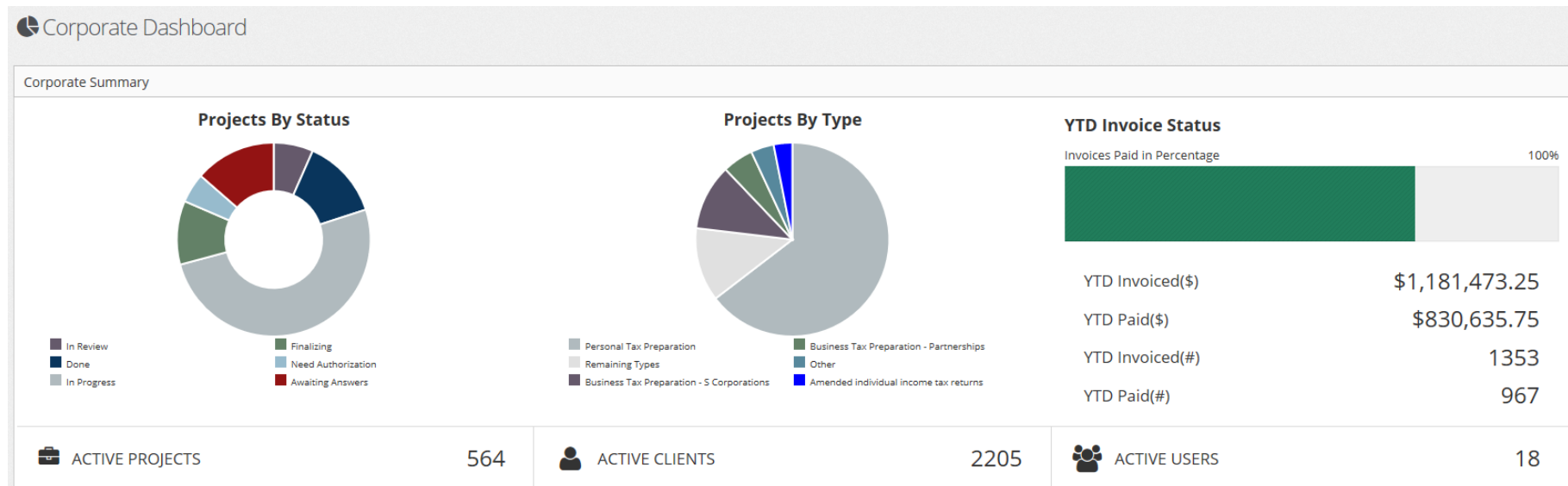
- Client-centric practice management
- Grow the value of your firm while significantly reducing burdensome (non-billable) practice management tasks
- Real-time visibility into tax, audit, or accounting engagements while covering everything from the first meeting through completion, virtually
- With visibility 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



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



New Dashboard This Year Power BI



Highly Visual Workflow At A Glance



Each Color Is A Staff Member

TPS Software Inc. February 2022 Donna White

Workflow Calendar

TOTAL ITEMS 57 TOTAL HOURS 0.00 ACTUAL HOURS 0.00 TOTAL ESTIMATE 181.75 FROM 2022-03-01 TO 2022-04-01

March 2022

MON TUE WED THU FRI SAT SUN

MON	TUE	WED	THU	FRI	SAT	SUN
	1 COMPU-100 Computer Lease and Rental Payroll Serv DLOCK Downtown Lock'n Key Ltd 201 Review Plannin FILE-44029 Filecabinets.com Payroll 407 Payroll Proce FRAN34204 France Luggage Payroll 407 Payroll Proce	2	3	4	5	6
7 PAV9805-96 Andy Pavlik Consulting BOOKKEEPING 40	8	9	10	11	12	13 LMURRAY Leslie Murray Payroll remittances
14 PAV9805-96 Andy Pavlik Consulting BOOKKEEPING 40	15 COT7412-36 Cottonwood Industries Dec Y/E 306 Othe DAL234 Dallas Automobile Assn Review 201 Review Pl MRENTALS Mail Room-Mailbox Rentals Monthly Book NEW6500-98 Newton & Braebum Dec YE 401 Monthly +3 more	16	17 DAL234 Dallas Automobile Assn Payroll remittances L	18	19 S-ABC-123 ABC Co. BOOKKEEPING 205 Review Client	20 S-ABC-123 ABC Co. TPS 401 Monthly Accounting ACL
21 PAV9805-96 Andy Pavlik Consulting BOOKKEEPING 40	22 PAV9805-96 Andy Pavlik Consulting Aug YE 306 Other S-ABC-123 ABC Co. DONNA WHITE EXT DJE DATE 10	23	24	25	26 MRENTALS Mail Room-Mailbox Rentals Monthly payro S-ABC-123 ABC Co. BOOKKEEPING 406 Bookkeeping & STEIN3456- Steinhoff Breweries Monthly Bookkeeping	27 S-ABC-123 ABC Co. 2021 TESTING APRIL 406 Bookkee
28 PAV9805-96 Andy Pavlik Consulting BOOKKEEPING 40	29 STEIN3456- Steinhoff Breweries Qtr Bookkeeping 406	30 LRPLAST Le-Ron Plastics Inc. BOOKKEEPING BSH Bru RAE1003-96 Rae-Ann Hair Care Products Monthly Acco WIGW456-3 Wigwell Industries Monthly Accounting 40 BA-12356 The Bayside Restaurant MONTHLY BOOKEP	31 123456789 Smith Trucking Monthly Accounting 401 M 56135 The Beauty Salon Monthly Accounting 401 Mon ACHLIAK Chilik Enterprises Qtr F/S 307 QTR F/S LJJ ACHLIAK Chilik Enterprises review 201 Review Plannir +21 more			

Workflow Traditional 'Excel' Style



TPS Software Inc. February 2022 Donna White

Workflow Grid

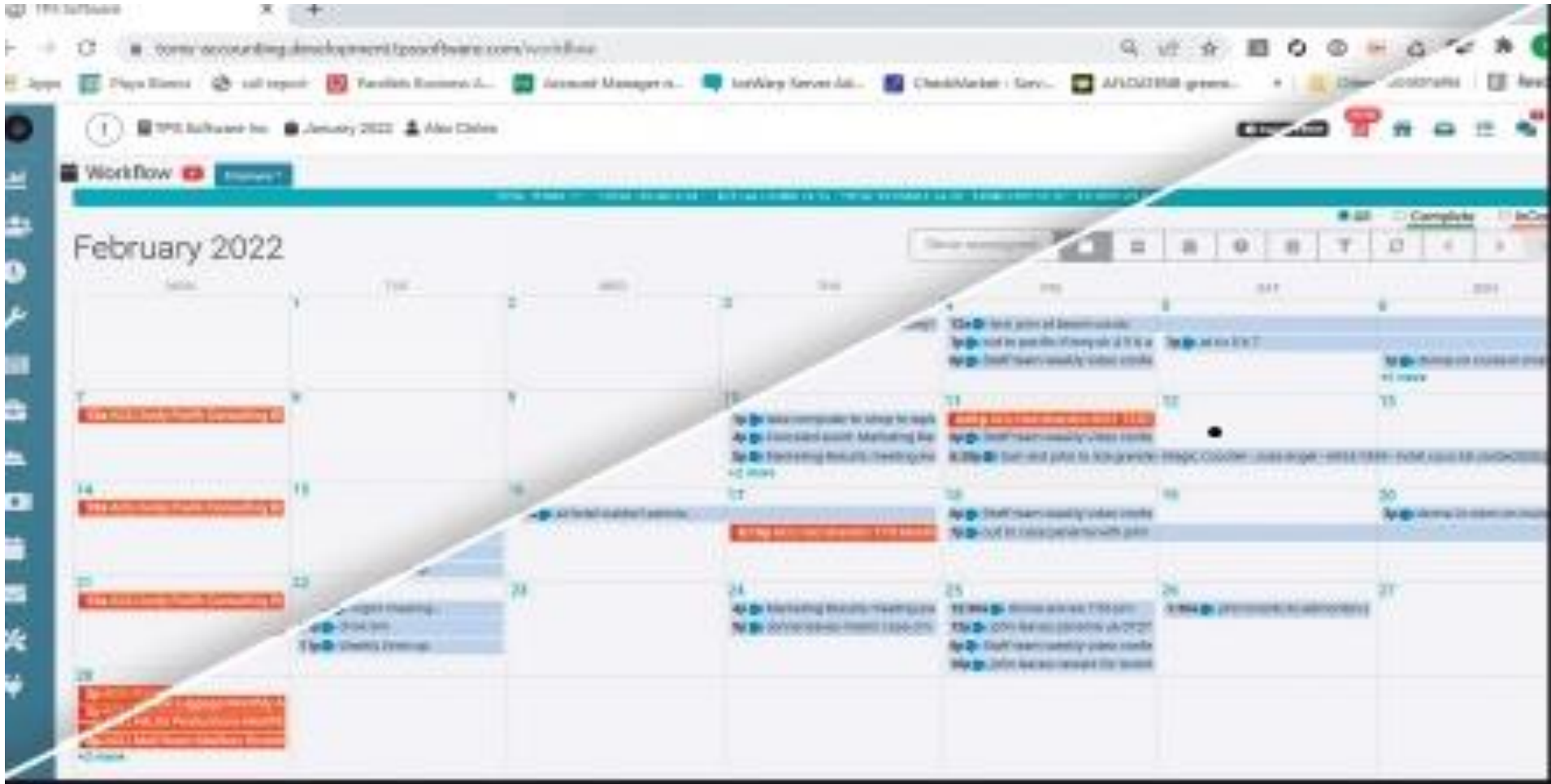
TOTAL ITEMS 55 TOTAL HOURS 0.00 ACTUAL HOURS 0.00 TOTAL ESTIMATE 174.50 FROM 2022-03-01 TO 2022-03-31

Complete/Incomplete

	Edit	Client Code	ExpectedDate	Client Group	Client Name	Engagement	WorkCode	DueDate	Recurrence	Elapsed Days	YearEnd	ReceivedDate	Employee	Description	Notes	Status	CompletionDate	IsCompleted	Manual Hours	Actual Hours	Estimated Hours	EffectiveDueDate
<input type="checkbox"/>		DLOCK		Downtown Loc...	Default	201 Review ...	2022-03-01	Repeats every month					Donna White					No	0.00	0.00	6.00	2022-03-01
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		LMURRAY		Leslie Murray	Default		2022-03-13	Repeats every month						Payroll remitt...				No	0.00	0.00	0.00	2022-03-13
<input type="checkbox"/>		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
<input type="checkbox"/>		WEED4421		Weed-Be-Gone	Default	407 Payroll P...	2022-03-15	Repeats every month										No	0.00	0.00	2.00	2022-03-15
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		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
<input type="checkbox"/>		ACHLIAK		Chilak Enterpri...	Default		2022-03-15	Repeats every month						HST	Not Start...			No	0.00	0.00	0.00	2022-03-15
<input type="checkbox"/>		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
<input type="checkbox"/>		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

55 records

New! Added Synchronization To Personal Outlook Calendar



New! Template Style - Step By Step Task Completion



The screenshot displays the TPS Software Inc. workflow management interface. On the left, a calendar for January 2022 shows several tasks scheduled, including 'PAV9805-96 Andy Pavlik Consulting BO', 'BAR0824-95 Bartholomew Magley LLC', and 'DAL234 Dallas Automobile Assn Payrol'. The main area shows a task completion list for event 1040, with 3 out of 5 tasks done. The tasks are: 'Scan & record' (Complete, 15 days ago, Donna White), 'entry input' (Complete, 15 days ago, Donna White), 'to Reviewer' (Complete, 15 days ago, Donna White), 'assembly' (Not completed), and 'efile' (Not completed). Below the task list, there are fields for Event Description (1040), Due Date (1/27/2022), Engagement (Default), Select Employee (Donna White), Status (In Progress), Ext. Filed Date, Expected Date (1/24/2022), Time (01:30 PM), Manual Hours (0.00), and Notes. On the right, there are fields for Selected Client (MIC9632-58 - Grace Michaels Michaels, Grace), Repeat (Repeats every year), Select Workcode (501 - 1040 tax prep - chg), Select Second Employee, Extended Due Date, Completed Date, Date Received (1/18/2022), Estimated Hours (3.50), and Actual Hours (0.50). A 'View' button is located next to the Actual Hours field.

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



Firm Name TPS Demo | Period November 2019 | Office: TPS Demo | Logged in as Donna White | Work Items Overdue

Search

see full Client activity including emails at a glance

Client Log Client Log Due Dates Log

open the emails

Client Log - Computer Lease and Rental

All | Notes | Email | Letters | Invoices | Statements | Phone

TYPE	EVENT DATE	EMPLOYEE	PROGRESS LOG	WORKFLOW EVENT DESCRIPTION	FOLLOW UP DATE	COMPLETION DATE	MODIFIED BY	READ	ACTIONS
DueDates	2019-05-20	Alex Chiles	Date Received set to '20-May-2019 00:00' Hours set to '0.00'	mid month payroll		2019-05-20	thomas dawson	<input checked="" type="checkbox"/>	
DueDates	2019-05-21	Donna White	Assigned Employee to 'HBH' from 'DYW'	mid month payroll		2019-05-21	Admin	<input type="checkbox"/>	
Invoices	2019-05-21	Donna White	Invoice Document Created			2019-05-21	Admin	<input type="checkbox"/>	View Document
Invoices	2019-05-21	Donna White	Invoice Document Re Created			2019-05-21	Admin	<input type="checkbox"/>	View Document
Invoices	2019-05-21	Donna White	Invoice Document Re Created			2019-05-21	Admin	<input type="checkbox"/>	View Document
Invoices	2019-05-21	Donna White	Invoice Document Created			2019-05-21	Admin	<input type="checkbox"/>	View Document
DueDates	2019-06-12	Donna White	Due Date changed to '15-Jun-2019 07:59' from '15-Jun-2019 00:00'	mid month payroll		2019-06-12	Admin	<input type="checkbox"/>	


Accounting Research Inc. - Confidential

Simple QBO Bi-directional Data



Not just a “push” but a true integration

QuickBooks


Connected
Setup not completed


Company Name : **TPS**


Invoice Sync


Client Sync


Payment Sync

Configuration : [Sync History](#) [Default Config](#) [Client Config](#) [Reset](#)

1  Mappings

2  Clients

3  Balance

4  Finalize

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

Accounting Research Inc. - Confidential

TPS Cloud Axis



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

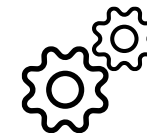
Corpay[^]



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

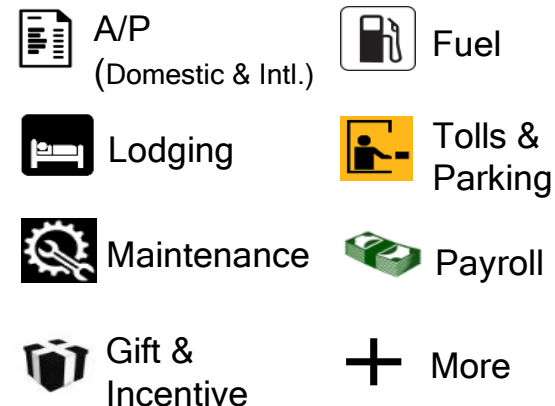
Partner: Variety of flavors of outsourcing and reseller deals

Fleetcor Overview

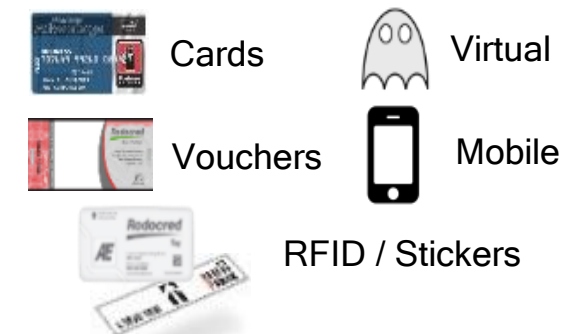
2021 Financials ⁽¹⁾ :	\$2.9B revenue / \$1.1B net income
Market Cap / EV:	~\$23B / ~\$27B
Worldwide Footprint:	>100 Countries, 35 Offices
Employees:	>8,900
Publicly Held:	NYSE: FLT

Commercial (B2B) Payment Products

Spend Categories



Payment Modalities

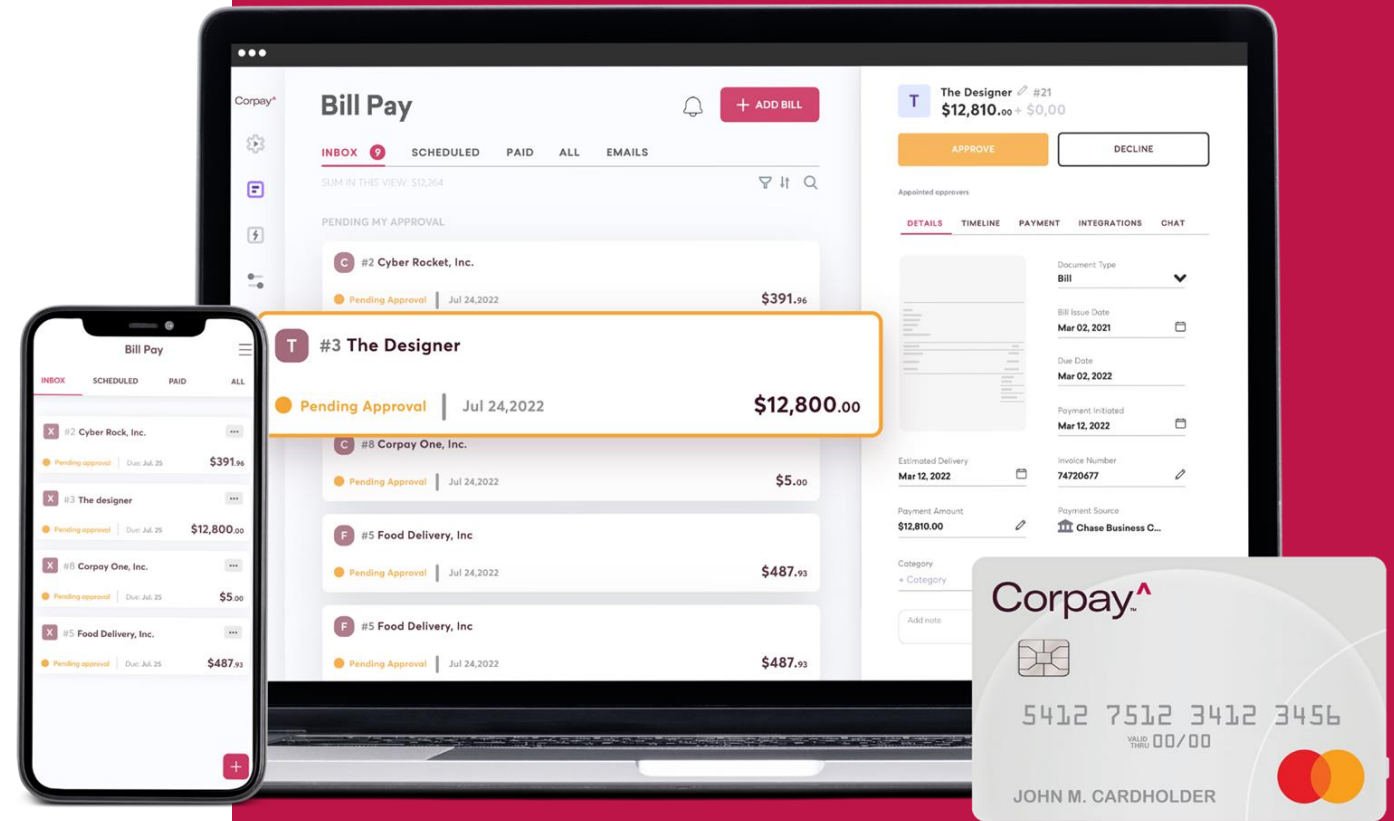


CORPAY ONE FOR ADVISORS

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

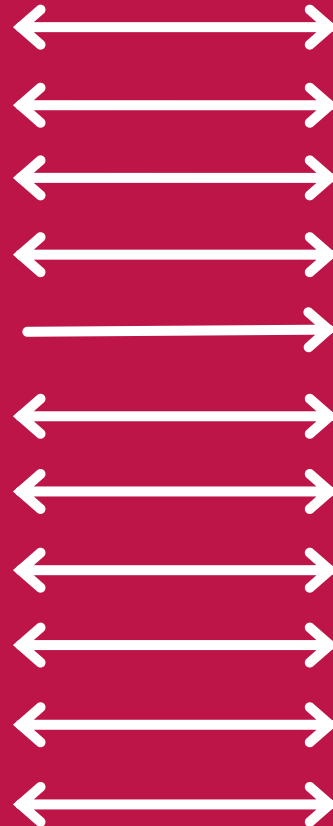


- Essentially free money transfers
- Bill payment capabilities at lower cost than common AP solutions
- Integration with websites and applications including Sage Intacct, QuickBooks, Xero, Zapier, and Slack
- Reduce costs for your firm and clients

OUR QUICKBOOKS INTEGRATION



Categories
Payment Accounts
Departments
Classes
Vendors (import at start)
Bills
Bill Payments
Receipts
Credit Note
Attachments
Notes



Categories
Payment Accounts
Departments/Locations /Etc (QBO Only)
Classes
Vendors
Bills
Bill Payments
Expenses
Vendor Credit
Attachments
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 Suite 4.6

Doc.It

Welcome: Don Emery

Main Menu

- Archive Explorer
- Binder Explorer
- Document Search
- Electronic Signature
- My Inbox
- Group Inbox
- Create Publications
- Universal Reporter
- Portal Manager
- Event Monitor

Launch

- Doc.It Scan
- Doc.It PDF Editor 4.6
- Cesaware Batch Print
- Engagement Batch Print

Setup

- Maintenance
- Change Password
- Help
- About

Recent Binders (1 of 18 Records Selected) - RECENT BINDERS

Client Name	Binder Name	Binder Type	Date Accessed	Time Accessed	Office Name
"Internal"	My Inbox (My Inbox (Don Emery))	Inbox	2021-02-08	17:21:40	
Boothe, Charles	2019 Personal Tax CDN	Work	2021-02-08	16:50:46	Dundas
Engal, Susan	Archive	Archive	2021-02-08	11:39:15	Ancaster
Engal, Susan	Portal	Portal	2021-02-08	11:39:08	Ancaster
Engal, Susan	2021228 Refinancing	Work	2021-02-08	11:35:30	Ancaster
Engal, Susan	2020 Personal Tax US	Work	2021-02-08	11:27:21	Ancaster
Engal, Susan	20210228 Review	External	2021-02-08	10:50:59	Ancaster
Engal, Susan	2021 Bookkeeping	Work	2021-02-08	09:55:16	Ancaster
Boothe, Charles	2019 Monthly Bookkeeping	Work	2021-02-05	20:17:44	Dundas
Boothe, Charles	Archive	Archive	2021-02-05	20:08:33	Dundas
"Internal"	Group Inbox	Inbox	2021-02-03	16:29:13	
O_A Test Clients	2020 Personal Tax	Work	2021-02-02	15:05:47	
Engal, Susan	Client Inbox	Inbox	2021-01-28	09:41:58	Ancaster
"Internal"	YYYY Personal Tax US	Work	2020-01-13	16:43:02	
ABC Trust	Portal	Portal	2020-01-13	10:49:12	Ancaster
Emery, Don	Client Inbox	Inbox	2020-01-13	08:41:04	Ancaster
Frank, Jonathon	Portal	Portal	2018-09-21	11:27:28	Dundas
O_A Test Clients	Archive	Archive	2017-05-03	15:39:01	Internal Accounting

Binders Assigned To Me (1 of 5 Records Selected) - BINDERS ASSIGNED TO ME

Client Name	Binder Name	Binder Stage	Stage Due	Binder Due	Office Name	Assigned To
Cotton, Ginny	2018 Entity Tax	Tax - File Preparation		2020-07-15	Ancaster	Don Emery
Dylan Bob	2016 Personal Tax	Tax - File Preparation		2018-02-28	Ancaster	Don Emery
Emery Family Trust	2015 1041 Return	Tax - File Preparation		2020-07-15	Ancaster	Don Emery
Frank, Jonathon	2018 Bookkeeping	Preparation		2020-07-15	Dundas	Don Emery
Western Traffic Co.	2019 Cash Flow ...	Tax - File Preparation		2020-07-15	Ancaster	Don Emery

Projects At Risk (1 of 28 Records Selected) - PROJECTS AT RISK

Client Name	Binder Name	Category Name	Bin
Charles, Albert	Archive	Audit	
Engal, Susan	2021228 Refinancing	Client Project	Plan
Engal, Susan	2021 Bookkeeping	Bookkeeping	Review
Boothe, Charles	2020 Self Assessment UK	Personal Tax	Not Started
Engal, Susan	2020 Personal Tax US	Personal Tax	Tax - File Review
Hayes, Chris	20191231 review	Review	Not Started
Boothe, Charles	20191130 Review	Review	Schedule engagem
Boothe, Charles	20190731 Refinancing	Advisory	In Progress
Jones, Johnny	2019 Personal Tax US	Personal Tax	Tax - Scan & AFR
Boothe, Charles	2019 Personal Tax CDN	Personal Tax	Tax - File Review
Ariesdale Railway	2019 Outsourced Accounting	Client Project	Phase I Execution
Boothe, Charles	2019 Monthly Bookkeeping	Monthly Bookkeeping	Prepare Monthly
Western Traffic Control Inc.	2019 Cash Flow Projection	Special Engagement	Tax - File Preparati
Frank, Jonathon	2018 Personal Tax US - MGA I	Personal Tax - MGA I	MGA - Data Reque
Jones, Johnny	2018 Personal Tax US	Personal Tax	Tax - Scan & AFR
Hayes, Chris	2018 Personal Tax	Personal Tax	Waiting on Client
Cotton, Ginny	2018 Entity Tax	1120	Tax - File Preparati
Cotton, Ginny	2018 Cash Flow Projection	Special Engagement	Tax - File Preparati

Projects Per Period

Binder Stage : Personal Tax - Not Started - Count(Monthly)
For Date Range of - 2020-01-01 - 2021-01-31

Month	Count
1/1/2020	7
2/1/2020	1
3/1/2020	0
4/1/2020	1
5/1/2020	0
6/1/2020	1
7/1/2020	0
8/1/2020	2

K2 Enterprises

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Doc.It Cross Document Linking



The screenshot shows the Binder Explorer application window. The left pane displays a tree view of a binder named 'Engal, Susan-2020 Personal Tax US'. The main pane shows a document titled 'Cross Document Linking -- just testing'. The document content includes:

Cross Document Linking -- just testing

New functionality has been added to allow references, via Links, to be added to a location on a document and to create a cross reference to another document in the same Binder or Inbox. The cross-referenced document will open when the link in the first document is selected. Once can create these links between from PDF, Excel and Word documents to other PDF, Word, Excel, Outlook documents.

Adding a cross document link to a PDF:

Click on a location on a PDF, right click and select Add Document Link. A mini browser will be presented. If the PDF was opened from an Inbox, the inbox will appear in the browser, if opened from a Work Binder then the Work Binder will appear, and if opened from Windows one can select the Binder or Inbox that the line will associate with. Select the Folder and Document that you wish to add the link to and press Confirm.

Accessing the document linked to the PDF document

Click on the link in the PDF to access the associated document. Via right click one can select Open for Edit or Preview Document. Controls also exist to delete or rename a link.

Adding a cross document link to a Word or Excel document

In Word or Excel right click and select Doc.IT Link>Add Document Link. (In Excel use the cell to the right of where you wish to add the link.) If the Word or Excel document was opened from an Inbox, the Inbox will appear in the browser, if opened from a Work Binder then the Work Binder will appear, and if opened from Windows one can select the Binder or Inbox that the line will associate with. Select the Folder and Document that you wish to add the link to and press Confirm.

Accessing the document linked to the Word or Excel document

Use the right click and select Doc.It Open for Edit or Doc.It Preview Document to access the linked document.

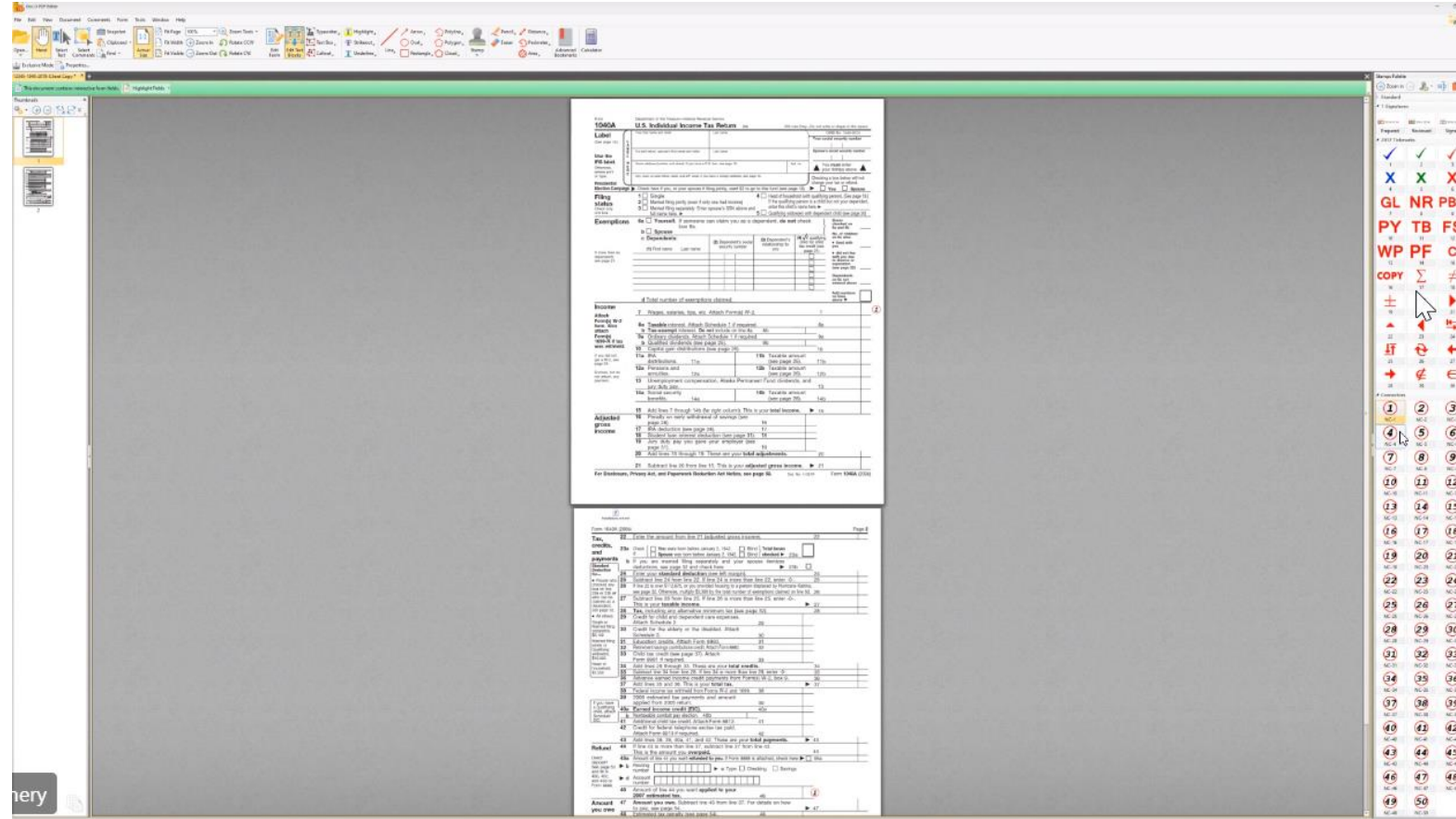
Note: please do not use CTRL Enter on the link to access the cross-document link as it currently will not open the document but will give an error message.

Note: One can create a cross document link to an Outlook .MSG document but one cannot create a link from an Outlook .MSG to another document type.

The left pane shows a table with the following data:

Stage	Document Display Name	Type	In Use By	Notes	Roll Forward
	Cross Document Linking	docx			No
Prepa...	8-1040-2018	pdf	Don Emery		No

Connectors Inside Document Or To Any File



SaaS Client And Windows Client

Have Same Business Logic And Data Access



The image displays two side-by-side screenshots of a document management system. The left screenshot shows a web browser window with a SaaS client interface. The browser address bar shows 'Suite' and 'Portal Folders'. The interface includes a navigation menu on the left with options like 'My inbox', 'Group inbox', 'Binder explorer', 'Document search', 'Portals', 'Portal users', 'PBC lists', 'Email notifications', 'Notes', 'Security', and 'Clients'. The main content area shows a 'My inbox' view with a search bar and a list of documents. The right screenshot shows a Windows client interface. The window title is 'My Inbox'. The interface includes a navigation menu on the left with options like 'Inbox', 'Binder explorer', 'Document search', 'Portals', 'Portal users', 'PBC lists', 'Email notifications', 'Notes', 'Security', and 'Clients'. The main content area shows a 'My Inbox' view with a search bar and a list of documents. The right screenshot also shows a 'WORK READINESS CHECKLIST' form with fields for 'NAME OF EMPLOYEE', 'Current Health Situation', and 'Date symptoms first appeared'. The form includes checkboxes for 'No Symptoms', 'Fever', 'Nausea', and 'Vomiting'. The bottom left corner of the image contains the name 'Don Emery'.

SmartVault



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



[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



SKCPAS Management Centre | SKCPAS Management C | <https://skcpas.cpmonline.net/ProjectDetails.aspx?pid=23797>

Public Accountants & Business Advisors | Home / Project Details | 11.4.43696

Project Name: 2018 individual income tax returns | **Client Name:** Shark, Daddy and Mommy

Project Info | **Workflow Steps** | Q & A | Files from SKCPAS | Files from Client | Engagement Letter | Project Admin Tasks | Invoices | Review Notes | Checklist | Email History | Time Tracking

To Skip a step, please Unselect the box on the left

<input type="checkbox"/> Step	Status	Assigned To	Due Date	Completion Date	Estimated Hours	Email Notifications
<input checked="" type="checkbox"/> Client to upload documents	In Progress	Frank Stitely	12/6/2019	10/16/2019 1:37:00 PM	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Scanning	In Progress	admin user	12/7/2019	10/24/2019 10:23:00 AM	0.25	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Autoflow import	In Progress	admin user	12/8/2019	10/30/2019 1:23:00 PM	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Initial Preparation	In Progress	Bill Dolan	12/11/2019	11/8/2019 12:30:00 PM	1.50	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Draft Questions 1 ready for review	In Progress	Frank Stitely	12/12/2019	11/9/2019 12:54:00 PM	0.25	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Questions #1	Awaiting Answers	Bill Dolan	12/15/2019	Mark as Completed	0.25	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Received Questions #1	In Progress	Bill Dolan	12/16/2019	--	0.50	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Draft Questions 2 ready for review	In Progress	Frank Stitely	12/17/2019	--	0.25	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Questions #2	Awaiting Answers	Bill Dolan	12/20/2019	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Received Questions #2 - Self Review	In Progress	Bill Dolan	12/21/2019	--	0.50	<input checked="" type="checkbox"/> YES
<input checked="" type="checkbox"/> In Review With Manager	In Review	Christie Krouse	12/22/2019	--	0.50	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Manager Review Complete, Notes Need to be Addressed	In Review	Bill Dolan	12/24/2019	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> In Review with Partner	In Review	Frank Stitely	12/25/2019	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Partner Review Complete - Notes need to be addressed	In Review	Bill Dolan	12/26/2019	--	0.25	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Finalized, Ready to Post Draft	Finalizing	Frank Stitely	12/27/2019	--	0.25	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Draft sent to client	Finalizing	Frank Stitely	12/30/2019	--	0.25	<input checked="" type="checkbox"/> YES
<input checked="" type="checkbox"/> Print / Post to CC	Finalizing	admin user	12/31/2019	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Need E-file Papers	Need Authorization	admin user	1/3/2020	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Waiting on payment	Finalizing	admin user	1/4/2020	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> E-filed waiting on ACK	Done	admin user	1/5/2020	--	0.00	<input checked="" type="checkbox"/> NO
<input checked="" type="checkbox"/> Completed & Archived	Done	admin user	1/6/2020	--	0.00	<input checked="" type="checkbox"/> YES

00:13:01 | Stop Timer

Reapply Latest Project Type Workflow Steps | Undo Last Workflow Step | Reset Workflow to Project Assigned Date | Save | Cancel

Defining Workflows In Your Practice



The screenshot displays the SKCPAS Management Center interface. The browser address bar shows the URL: <https://skcpas.cpmonline.net/ProjectDetails.aspx?pid=23797>. The page header includes the logo for Karstetter, PLLC, Public Accountants & Business Advisors, and the user name Frank Stitely. The main content area is titled 'Project Details' and shows the following information:

- Project Name:** 2018 individual income tax returns
- Client Name:** Shark, Daddy and Mommy
- Project Info:** Workflow Steps, Q & A, Files from SKCPAS, Files from Client, Engagement Letter, Project Admin Tasks, Invoices, Review Notes, Checklist
- Project Name:** 2018 individual income tax returns
- Project Type:** Personal Tax Preparation
- Person In Charge:** Frank Stitely
- Partner:** Frank Stitely
- Reviewer:** Christie Krouse
- Preparer:** Bill Dolan
- Priority:** High
- Status:** Awaiting Ans
- Project State:** Active
- Client Delivery Method:** Web
- Filing method:** eFile
- eFile Rejected:** No
- Status Date:** 11/22/2019
- Creation Date:** 10/16/2019
- Assigned Date:** 12/6/2019
- Project Due Date:** 4/15/2019
- Expected Delivery Date:** 4/1/2019

At the bottom of the page, there is a 'Project Notes' section with a 'Public Notes' tab and an 'Internal Notes' tab. A green timer in the bottom left corner shows 00:54:02.

Managing Project Workflow

What It Looks Like In Software With Clarity



SKCPAS Management C x | https://skcpas.cponline.net/ProjectSearch.aspx

Bookmarks | Log Tools | Belmont HOA - Welc | GDIT TeamWorks Hor | New Tab | Getting Started

Projects | My Notifications | Reports | My Account | Administration | Timesheet | Logout

Project Summary | Active 83 | Not Started 9 | Completed 9449 | Extended 0 | On Hold 44 | Deleted 445

Project	Status	Priority	Workflow Step	Client	Project Type	Expected Del. Date	Project Due Date	Person In charge	Partner	Reviewer	Preparer
2013 amended return processing with the IRS	In Progress	High	Initial Preparation	Sutton, Michael and Amanda	Other	06/10/2019	06/10/2019	Frank ...	Frank ...	Frank ...	Frank ...
2014 C Corporation Tax Return	Awaiting Answers	Medium	Questions #1	Capitol Closet Design, Inc.	Business Tax Preparation - C Corporations	09/16/2019	09/16/2019	Frank ...	Frank ...	Frank ...	Albee ...
2014 Individual Income Tax Return	Awaiting Answers	NA	Questions #2	Faul, Michael	Personal Tax Preparation	12/11/2018	12/11/2018	Frank ...	Frank ...	Michae...	Joe Ol...
2014 individual income tax returns	Finalizing	High	Waiting on payment	Alley, Donald	Personal Tax Preparation	08/15/2019	08/15/2019	Frank ...	Frank ...	Christ...	Meliss...
2014 individual income tax returns	In Progress	Medium	Received Questions #1	Merritt (Weaver), Joy	Personal Tax Preparation	11/30/2019	11/30/2019	Frank ...	Frank ...	Michae...	Joe Ol...
2015 C Corporation Tax Return	In Progress	Medium	Client to upload documents	Capitol Closet Design, Inc.	Business Tax Preparation - C Corporations	09/15/2019	09/15/2019	Frank ...	Frank ...	Frank ...	Albee ...
2015 Individual Income Tax Return	In Progress	NA	Client to upload documents	Faul, Michael	Personal Tax Preparation	12/11/2018	12/11/2018	Frank ...			
2015 individual income tax returns	In Progress	Medium	Received Questions #1	Merritt (Weaver), Joy	Personal Tax Preparation	11/30/2019	11/30/2019	Frank ...	Frank ...	Michae...	Joe Ol...

Workflow And Scheduling



- XCM – leader, now Axxess Workflow, bought in 2020 by Wolters Kluwer/CCH
- CCH Axxess 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
- Axxcess 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

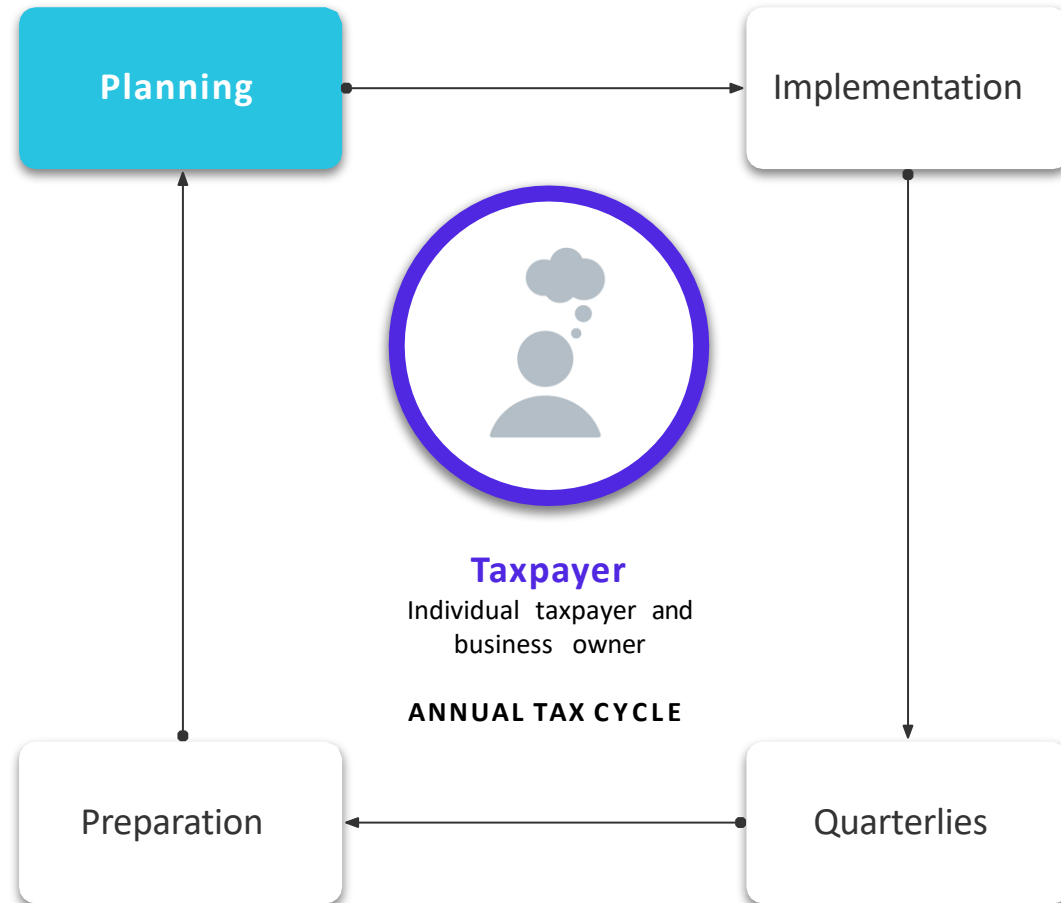
Tallyfor

- 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

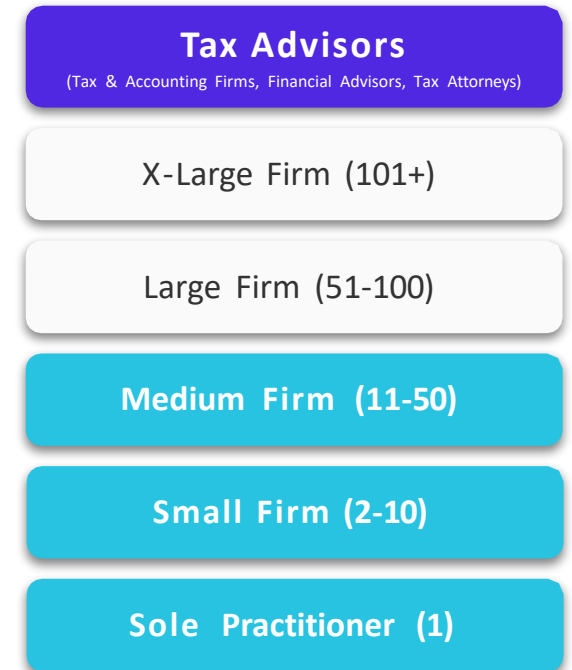
corvee Customer & User Counts



50,000 Businesses &
Individual **Users**



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



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**.



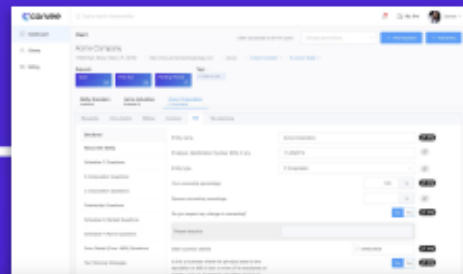
"I just saved \$_____ in taxes"

Tax Planning for 2022

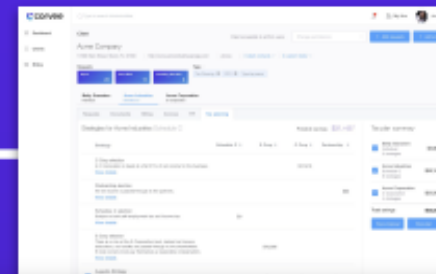
Client
OVERPAYING



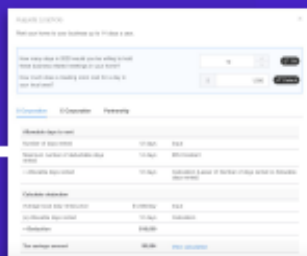
Tax Preparation Questionnaires (TPQ)™
Individual and Entity Questionnaires



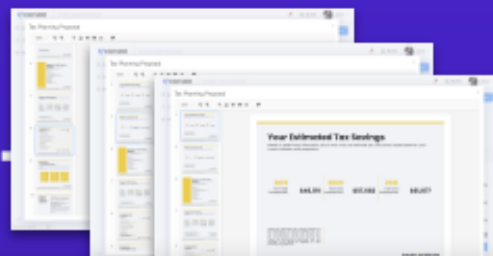
Tax Planning Inputs (TPI)™
Individual and Entity Assumptions in One Place



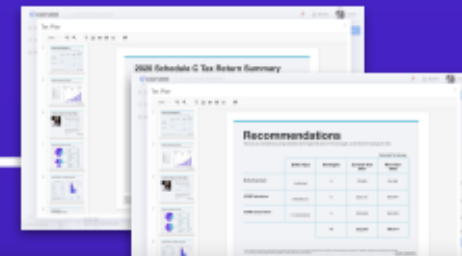
Tax Planning Estimator™
Thousands of Strategies Analyzed Instantly
at Tax Prep Quality



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



State & Local Tax Planning Deliverables



Strategy
Augusta Rule

Step 1: Allowable days to rent

- Number of days rented: 14 days
- Maximum number of deductible days rented: 14 days
- Allowable days rented: 14 days

Step 2: Calculate deduction

- Average local daily rental price: \$1,000/day
- Allowable days rented: 14 days
- Augusta Rule deduction: \$14,000

Reduction in federal income: \$14,000
State adjustment: \$14,000
State reduction in income: \$14,000
North Carolina effective marginal tax rate: 4.75%
North Carolina estimated tax savings amount: \$6,650

Strategy
Augusta Rule

Description

A taxpayer that rents out his residence for fewer than 15 days is eligible for an income exclusion of the rents received. If the taxpayer rents the residence to his or her business, say for business meetings (such as a board meeting, annual meeting, planning sessions, or even company parties), they can enjoy a double benefit – in addition to the income exclusion at the individual level, the business will be eligible to deduct the amounts paid for the rent.

The rental price must be reasonable and comply with a lease agreement, and the price should be market value.

The deduction is limited 'per dwelling' and not 'per taxpayer'. The deduction is limited to the amount of the business for 14 days and exclude the income from the business for 14 days and exclude the income from the business for 14 days and exclude the income from the business for 14 days.

Requirements

The daily rental rate does not include the cost of home to their business or for business purpose supporting documentation for the rental price. CANNOT be a Schedule C, UNLESS the entity is a corporation.

References

I.R.C. §179A(g)
N.C. Gen. Stat. §105-183.3
N.C. Gen. Stat. §105-183.4
N.C. Gen. Stat. §105-183.2
N.C. Gen. Stat. §105-183.5

Tax Savings Recommendations

Here are your estimated tax savings presented at the legal entity level. In the next pages, we will show the savings per entity.

Entity Type	Jurisdiction	Strategies	Estimated Tax Savings	
			Current Year 2021	Next Year 2022
Sarah Jones	Federal	2	\$7,215	\$7,648
	States		\$1,515	\$1,606
Rocks Beach, Inc	Federal	3	\$3,265	\$3,821
	States		\$228	\$344
Ocean Club	Federal	4	\$22,251	\$26,192
	States		\$7,788	\$9,429
Marginal Adjustment*			\$3,042	\$3,388
Total Estimated Tax Savings			\$39,220	\$45,652

*Marginal adjustment is the effect on tax savings when accounting for the combination of all listed strategies.

- 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

1040 | Tax Return Summary 2019

Income Items	
Wages	\$8,288
Investment Income	\$32,799
Retirement Income	\$659
Business Income	\$208,116
Rental Income	\$3,100
Other Income	\$-28,348
Total	\$222,813

Adjustments and Deductions	
Total Income	\$222,813
Adjustments to Income	\$26,076
Business Income Deduction	\$3,584
Itemized or Standard Deductions	\$24,400
Total Adjustments and Deductions	\$58,099
Taxable Income	\$164,714
Income Tax	\$3,737
Self-Employment Tax	-
Other Taxes	-
Credits	-
Net Tax	\$3,737

Taxes		Tax Rate
Federal Income Tax & Other Taxes	\$3,737	5.86%
Self-Employment Tax	-	0%
Total Federal Income Tax and Self-Employment Tax	\$3,737	

1040 | Tax Return Diagnostic 2019

Married Filing Jointly	\$222,813	\$96,738	\$24,400	\$63,744
Filing Status	Total Income	AGI	Standard Deduction	Taxable Income
\$3,737	-	\$56,266	12.00%	5.86%
Total Tax	Credits Claimed	Total Payments	Marginal Rate	Effective Rate

Your Marginal Tax Bracket: Ordinary Income

Tax Rate	Single	Married Filing Jointly	Married Filing Separately	Head of Household
10%	\$0 - \$9,700	\$0 - \$19,400	\$0 - \$9,700	\$0 - \$13,850
12%	\$9,701 - \$39,475	\$19,401 - \$78,950	\$9,701 - \$39,475	\$13,851 - \$52,800
22%	\$39,476 - \$84,200	\$78,951 - \$158,400	\$39,476 - \$84,200	\$52,801 - \$84,200
24%	\$84,201 - \$160,725	\$158,401 - \$321,450	\$84,201 - \$160,725	\$84,201 - \$160,700
32%	\$160,726 - \$204,300	\$321,451 - \$408,300	\$160,726 - \$204,300	\$160,701 - \$204,300
35%	\$204,301 - \$503,300	\$408,301 - \$806,300	\$204,301 - \$503,300	\$204,301 - \$503,300
37%	\$503,301 or more	\$806,301 or more	\$503,301 or more	\$503,301 or more

Modified AGI Income Tiers

Planning Opportunity	Phase-out Range	Over/Under
Additional Medicare Tax	\$250,000	Under
Coverdell ESA	\$180,000 - \$220,000	Under
Roth IRA Contribution	\$193,000 - \$203,000	Under
Lifetime Learning Credit	\$18,000 - \$19,000	Under
Student Loan Interest Deduction	\$140,000 - \$170,000	Under
American Opportunity Credit	\$160,000 - \$180,000	Under
Child Tax Credit	\$400,000	Under
Qualified Adoption Expenses Credit	\$211,800 - \$251,800	Under
Saver's Credit	\$84,000	Over
IRA Contribution Deductibility (Covered Spouse)	\$193,000 - \$223,000	Under
IRA Contribution Deductibility (Non-Covered Spouse)	\$193,000 - \$203,000	Under

Your Marginal Tax Bracket: Capital Gains & Qualified Dividends

Tax Rate	Single	Married Filing Jointly	Married Filing Separately	Head of Household
0%	\$0 - \$39,375	\$0 - \$78,750	\$0 - \$39,375	\$0 - \$52,700
15%	\$39,376 - \$434,550	\$78,751 - \$488,850	\$39,376 - \$244,425	\$52,701 - \$461,700
20%	\$434,551 or more	\$488,851 or more	\$244,426 or more	\$461,701 or more

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

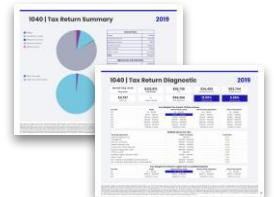
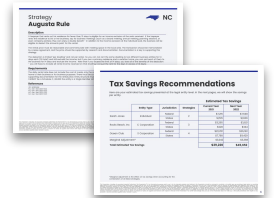
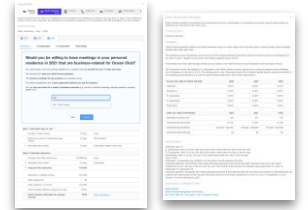
Collaboration: Unlimited Planning: 1 User

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

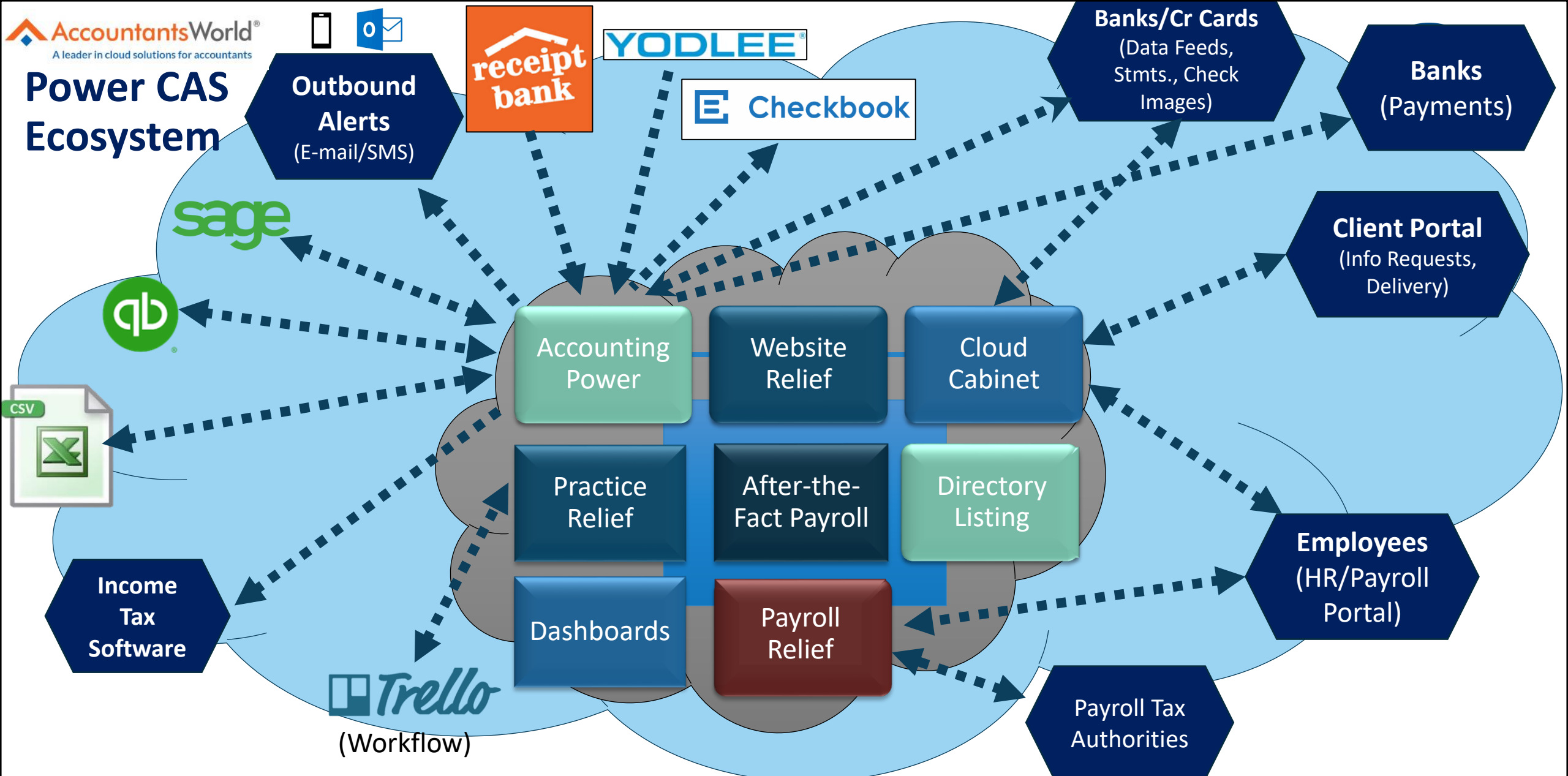
Accounting Power CAS



- 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



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](#))



- 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 taxability and Gain/Loss →
 Prepare Forms

Manual Steps without Ledgible

- 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 holdings¹.
 - Note any unusual cash flows to major crypto exchanges on the bank or other quarterly investment statements².
- 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
- 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
- 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](#)

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

Steps with Ledgible

- 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 holdings¹.
 - Note any unusual cash flows to major crypto exchanges on bank or investment account statements².
- 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 [Led 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
- 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
- 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

¹ 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

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

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

Ledgible Interfaces

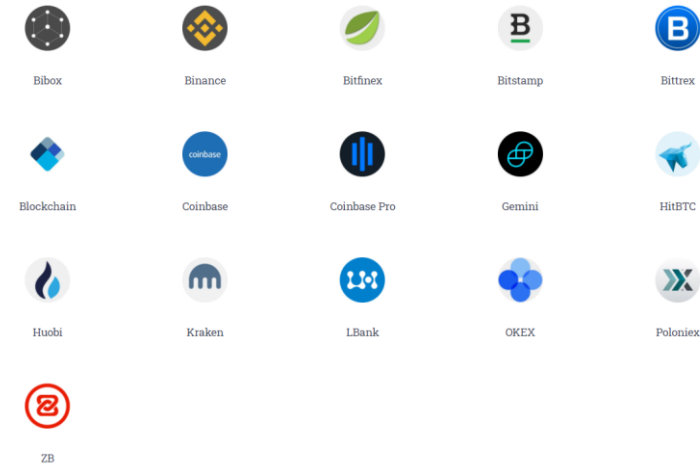
- Ledgible has automated interfaces which support the major blockchains, exchanges, wallets & accounting platforms
- More interfaces are being added every month



Blockchains



Exchanges



Accounting Platforms




[Skip screenshots](#)

Wallets

LEARN MORE

+ ADD WALLET DATA

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

View
All Blockchains

Help



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 [X]

Wallet Name
Brian Demo Wallet

Select Blockchain


- BCH
- BTC
- DASH
- LTC

Help

Wallets [LEARN MORE](#)

[+ ADD WALLET DATA](#)

BTC
Feb 7, 2021 12:56 PM



BFT
50 Addresses

View
All Wallet Types

View
All Blockchains

Add Wallet Data

HD Wallet Type

Single Signature Multi Signature

Extended Public Key (XPUB/YPUB/ZPUB)
xpub6BydLcy35f9YxcMpTH5TYaPT6VLwM9SAfNAHLgtF4oatHyoarwbtVuZz


[BACK](#) [NEXT](#)


[? Help](#)





Wallet - Brian Demo Wallet

← WALLETS | **REFRESH**

- SUMMARY**
- ADDRESSES
- SETTINGS

<p>Blockchain</p>  <p>BTC</p>	<p>Wallet Value</p> <p>\$164.78</p>	<p>Derived Addresses</p> <p>50</p>	<p>Last Update</p> <p>Feb 7, 2021 01:05 PM</p>
---	--	---	--

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... 
July 18, 2019 4:38 PM	0.01405160	\$100.24	BTC	4b7d4b999c9... 

Help

Wallet - Brian Demo Wallet

WALLETS REFRESH

- SUMMARY**
- ADDRESSES
- SETTINGS

Derived Addresses - Brian Demo Wallet



1	17xrEG959wqkfRHLqJcdFncJ3kLJw48jgX
2	1DrWiJaWlg1o9mVn9JVP1KV6b7tWWDo7TR
3	1Bq8Di7CANMoJLS8JzGvCr8Kn77Dmsp38b
4	13qNWhMcQ9FWmZe5XrqMaNYtvQdfHjtrTN
5	1Ee5h9wpF9kv47vPGHFTiJS7w4tHoR8BZ
6	1DiTxWft1buifK3HenVQxTb739fmKp5wSd
7	1CdjvFYseophPzXosiwW19eQkUrb2tMK8W
8	184Udt4EfdnqfvhVPnjxyJwQEVHngVryj
9	14S33AbCGcbu8FeNCWZAUaDa2foVHXHDmu

Help

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](#)



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



Tax Reports On Demand

Ready to get your reports or generate outputs or generate

IRS Form 8949

PDF output of IRS

TurboTax Import

Compatible CSV fil

TaxAct Import

Compatible CSV fil

Transaction Export

An export CSV of a

Income Transaction

An export CSV of a

Gift Transaction Export

An export CSV of a

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 🌐

ℹ️ **Transaction Export**
 An export CSV of all imported transactions.

CANCEL CREATE REPORT

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](#)

Blockchain.com [Wallet](#) [Exchange](#) [Explorer](#) [Buy Bitcoin](#) [Trade](#)

Explorer > Bitcoin Explorer > Transaction USD

Summary

Hash: 7a471759f58ca22e131e25a4755955ef58ccbe0a72e773eae6be... 2020-12-12 12:30

1ADpk9Los2C6YKNLyqcr5q4YFhidT8Yj28 0.01171063 BTC → 17xrEG959wqkfRHLqJcdFncJ3kLJw48jgX 0.00435539 BTC

12GJbYo4a1SxNsT9G3CF4cXbMFqjiwwcv 0.00721700 BTC

Fee: 0.00013824 BTC (61.168 sat/B - 15.292 sat/WU - 226 bytes) 0.01157239 BTC

Purchase
Characters

Dear BRIAN TANKERSLEY, Customer ID: brian@tankersley.com
Account Number: 1567150

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	Shipping Information
To view your Bitcoin payment receipt, click the URL below.	BRIAN TANKERSLEY

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](#)

File Home Insert Draw Page Layout Formulas Data Review View Developer Add-ins Help Inquire Acrobat Power Pivot

Clipboard Font Alignment Number Financial Reporting Styles Cells Editing Ideas Sensitivity Stock Connector

Share Comments MSFT \$47 Launch

	A	B	C	D	E	F	G	H	I	J	K	L	M	
1	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		99cbf6c3d61d1802d846	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		d828884caf8db0aa3db6	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
21														
22														
23														
24														
25														
26														
27														
28														
29														
30														
31														
32														
33														

Department of the Treasury
Internal Revenue Service

▶ 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.

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

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 <i>Column (e)</i> 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.		(h) Gain or (loss). Subtract column (e) from column (d) and combine the result with column (g)
						(f) Code(s) from instructions	(g) Amount of adjustment	

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 <i>Column (e)</i> 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.		(h) Gain or (loss). Subtract column (e) from column (d) and combine the result with column (g)
						(f) Code(s) from instructions	(g) Amount of adjustment	
	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.

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 <i>Column (e)</i> 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.		(h) Gain or (loss). Subtract column (e) from column (d) and combine the result with column (g)
						(f) Code(s) from instructions	(g) Amount of adjustment	
	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

If incorrect, enter in column (e) the basis as reported to the IRS, and enter an adjustment in column (g) to correct the basis. See the separate instructions for how to figure the amount of the adjustment.



- 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 Livingston St, Apt 8
New York, NY 10002

BILL TO
Client, Inc
35 2nd St Ste 400
San Francisco, CA
94105
United States

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

DATE	TASK	AMOUNT
12/14/2018	Retainer period 1: 2 weeks of work completed (4 days/wk), 2 @ \$5,600.00	11,200.00
12/28/2018	Retainer period 1: 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: 210 Park Avenue, New York, NY 10017

Thanks!

Autopilot



Accounting System

24SevenOffice

Microsoft Dynamics GP

sage Intacct

NETSUITE

intuit quickbooks

bill.com

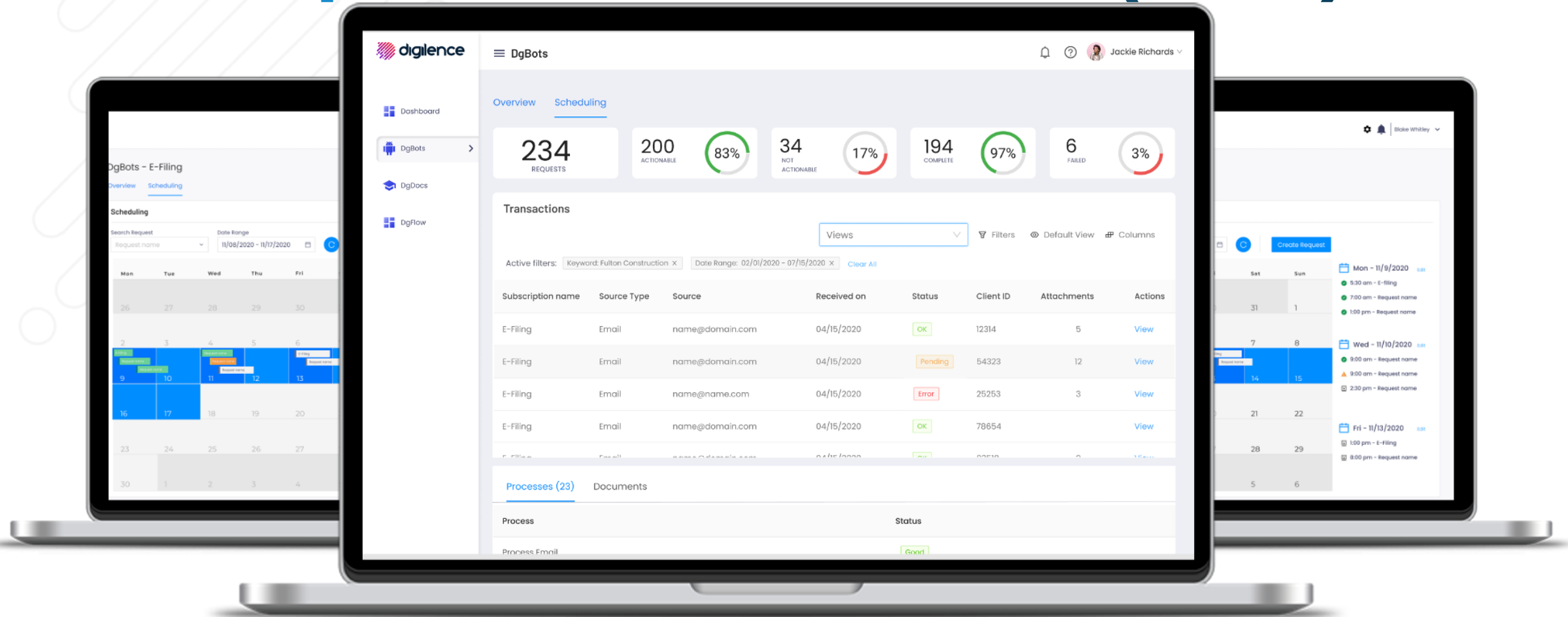


**And any other ERP platforms*

Autopilot requires no human review




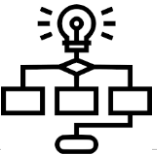

vic.ai

The Digilence Accounting Experience Platform (AXP)



Core Automations For The Accounting Experience

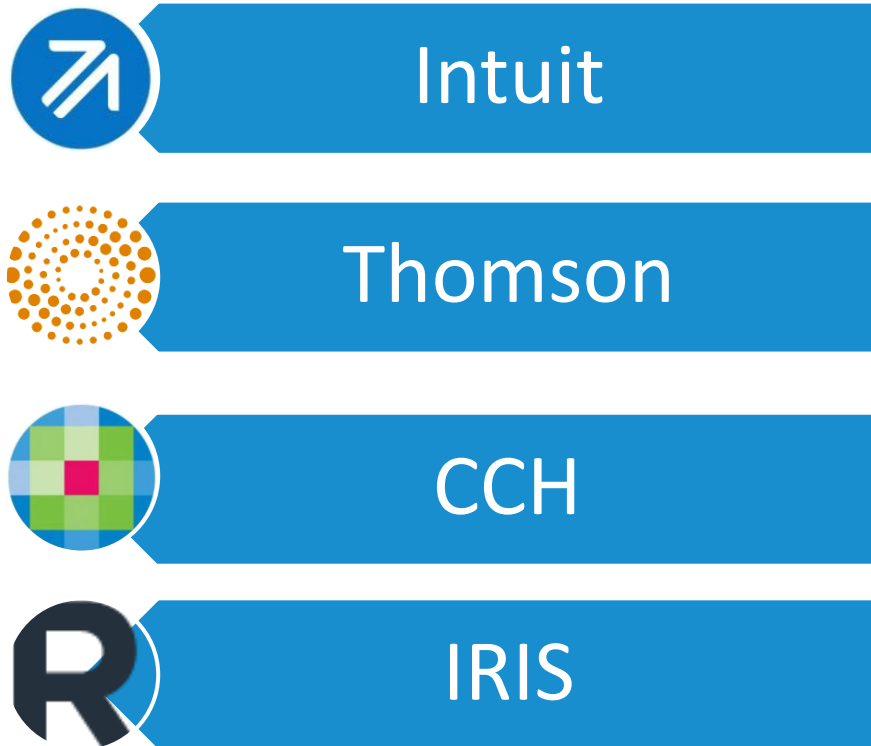


Core Automations		Automation Summary
	Workflow Queue Management	<ul style="list-style-type: none"> • Digilence has bots that continually monitor sources and queues to trigger action • This could be a (centralized) email inbox, SharePoint folder, or other requests • Based on intelligent rules, Digilence can categorize and validate all inbound requests, and route the work / workflow to trigger downstream automations
	AI Document Scanning	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Digilence has standard communications services to update all parties in real time • Automation notifications via email, text, portals, etc.

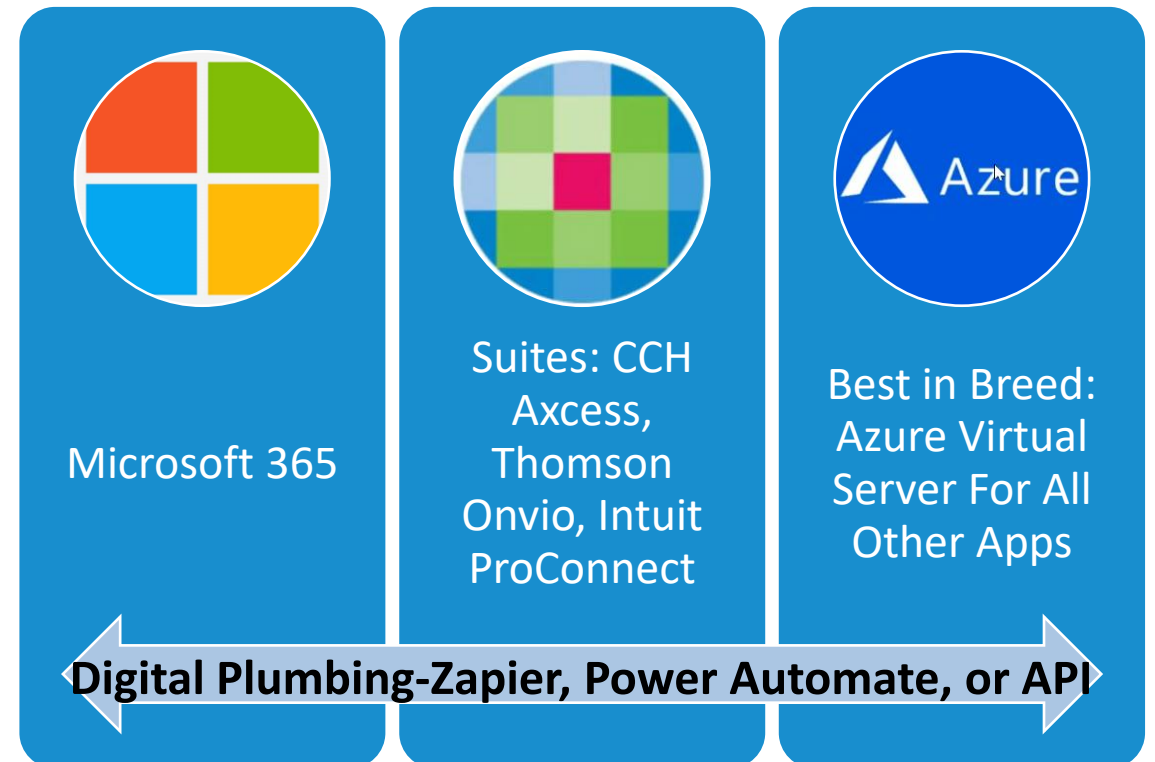
CPA Firm Road Map – Centralized Computing Or Cooperative Silos Of Apps?



Today



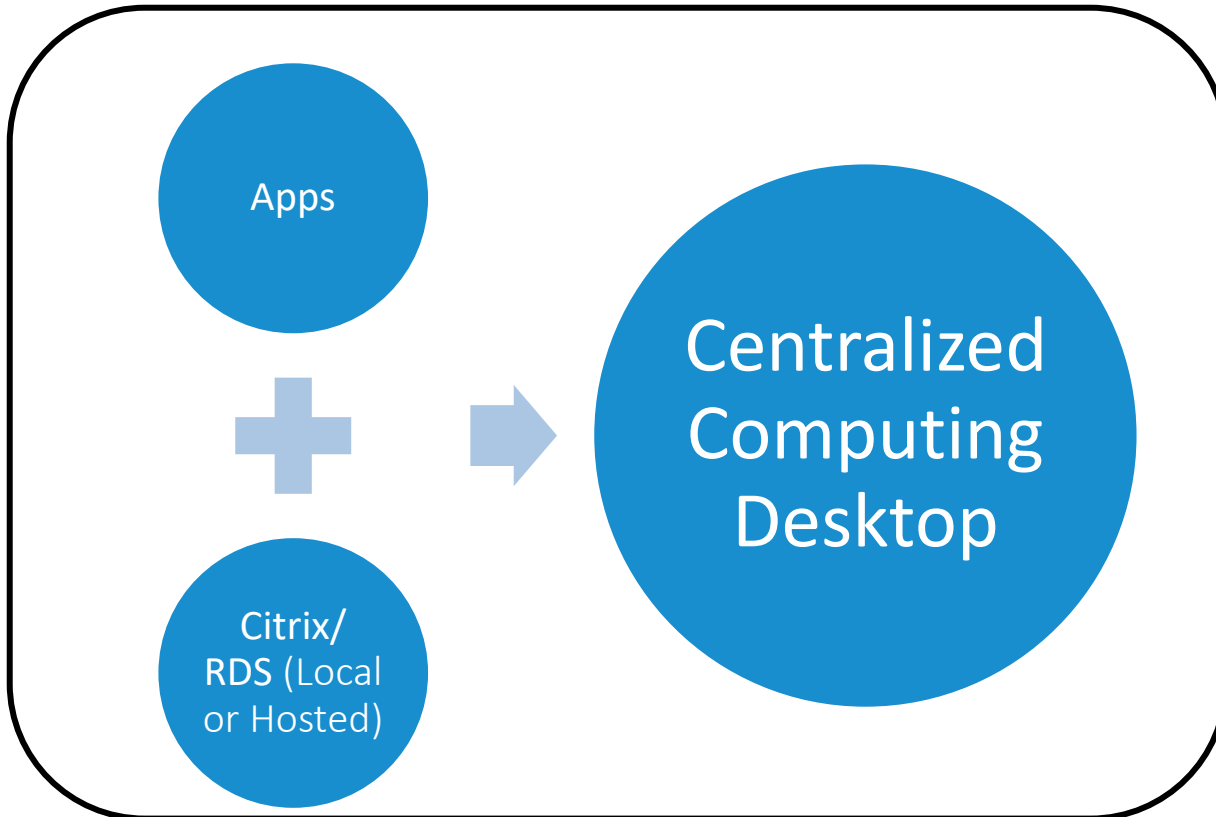
Near Future



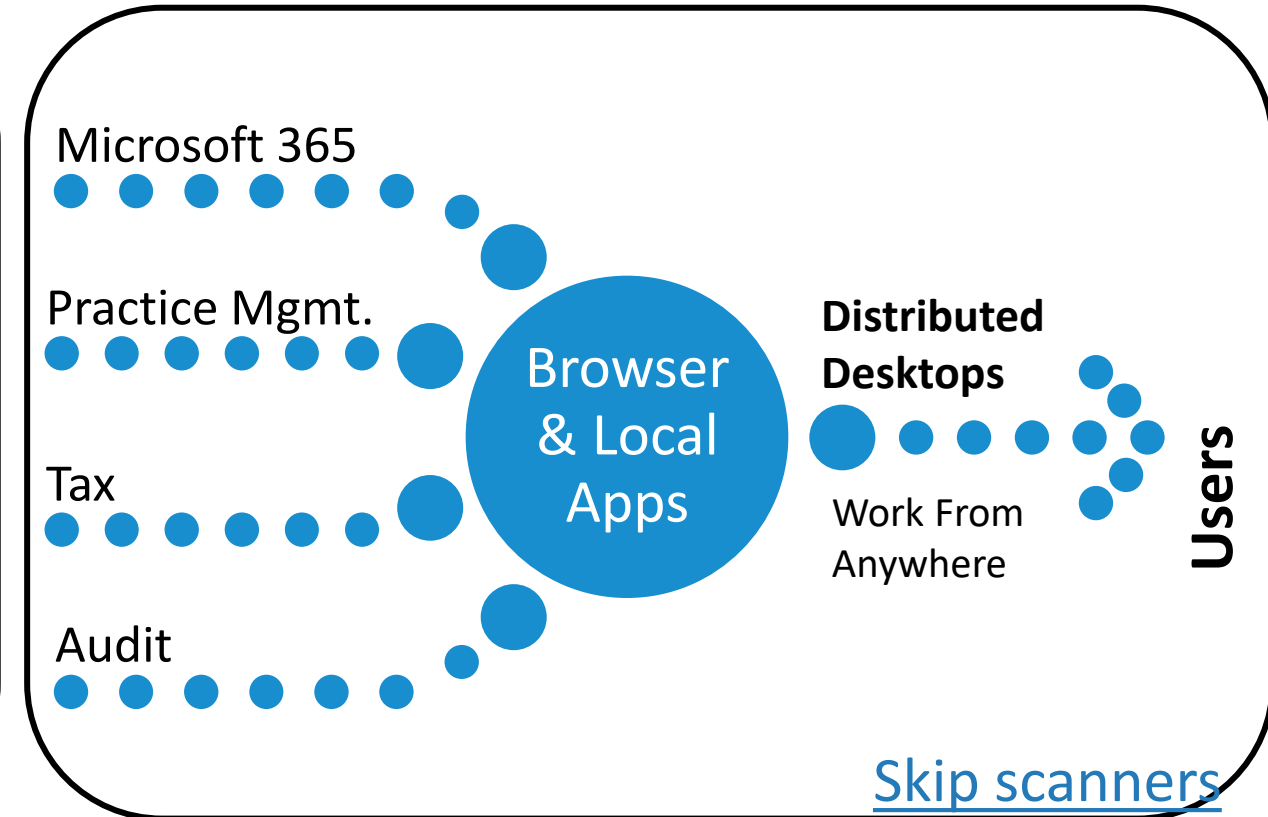
What Is The Architecture Of Your Road Map?



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

USB

**FUJITSU
EXCLUSIVE!**

■ Hardware Specifications

Color Touch Screen

60 ppm / 120 ipm

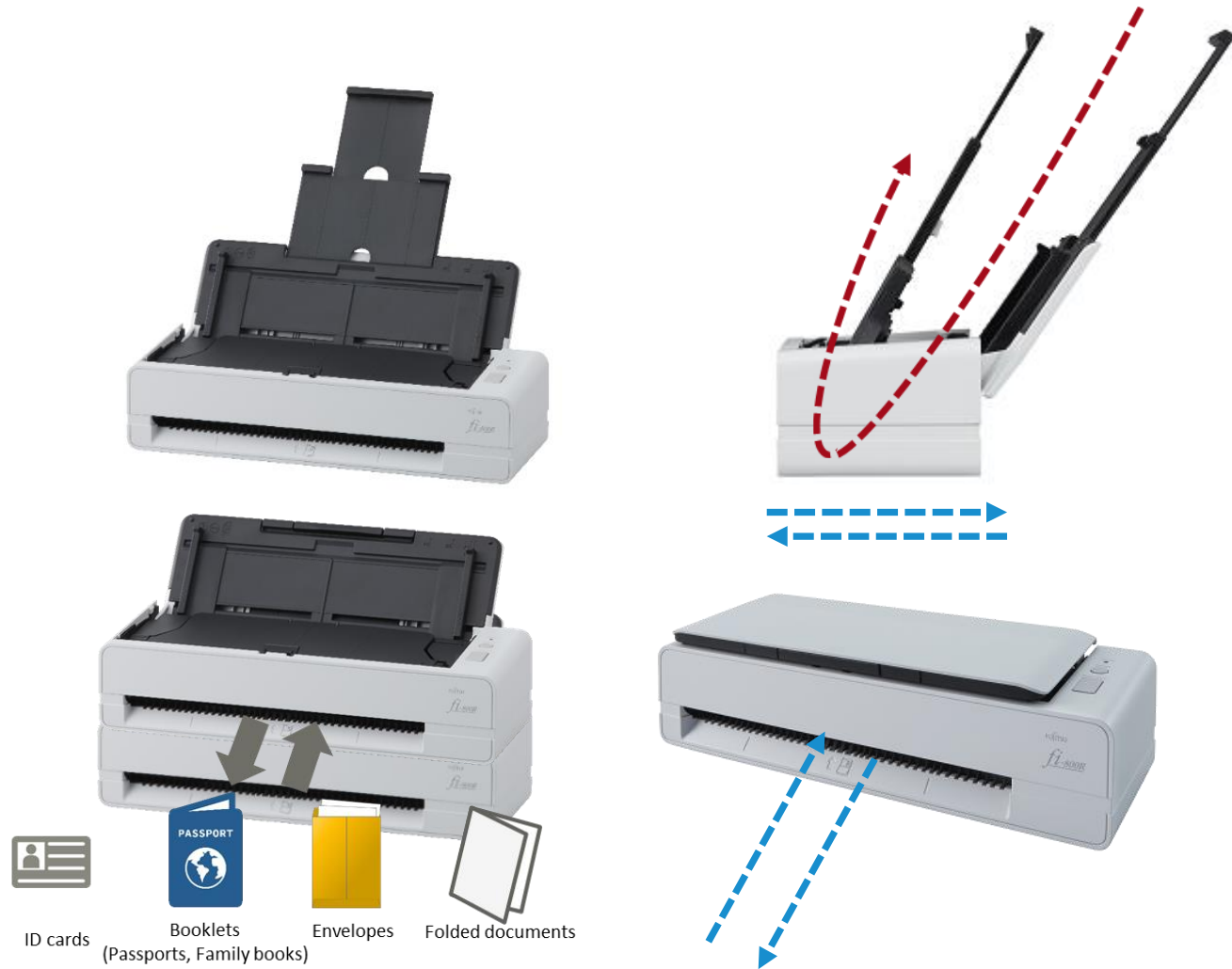
Letter / Legal / Long Page

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



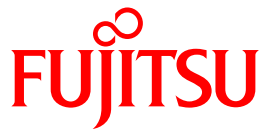


Image Quality Sample



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 PA03338-8535 SN: 998877
95857	MCD746309	150	Low Volume 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 Y1400, 8.9WXGA, XP PRD, 1 Year, 1GB, 80GB (4200RPM) PATA HDD, Modem, GIGABIT LAN, Atheros WLAN (ABG), Bluetooth, US Keyboard, 3 Cell main battery

RECEIVED BY: DATE:

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Original document

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 PA03338-8535 SN: 998877
95857	MCD746309	150	Low Volume 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 Y1400, 8.9WXGA, XP PRD, 1 Year, 1GB, 80GB (4200RPM) PATA HDD, Modem, GIGABIT LAN, Atheros WLAN (ABG), Bluetooth, US Keyboard, 3 Cell main battery

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RECEIVED BY: DATE:

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Competition

[Major Topics](#)

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?

