

Options for Working Smarter

Client Accounting Services
and
Cloud Computing

Roadmap to Grow A Successful Business





Options for Working Smarter
Client Accounting Services
and
Cloud Computing

SAPIENT CPA
MARCH 2015

CPA.com – an AICPA Company

The core of your business is your **VISION!**

You must focus on:

Where you're
going

The ongoing needs of your
constituencies in a continually
evolving marketplace

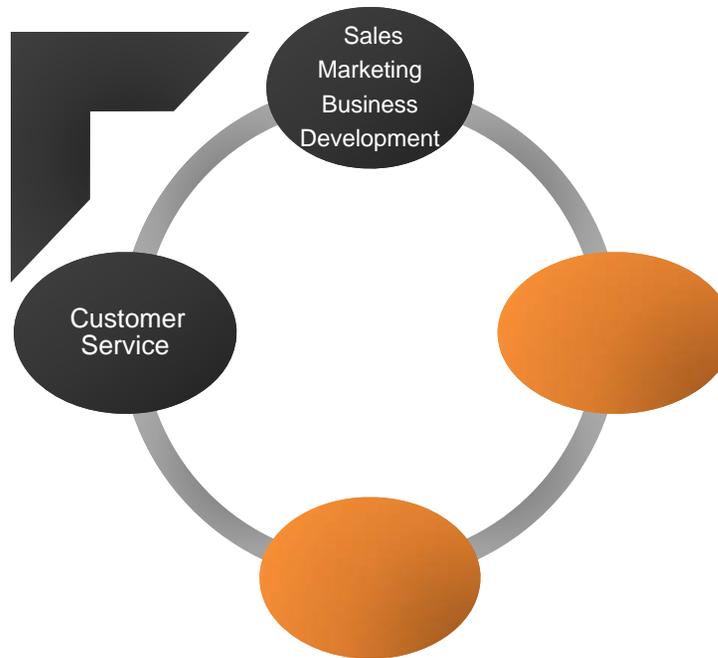
Your unique
value
proposition

Your ability to
deliver

Core Business – Fuel that propels **VISION**

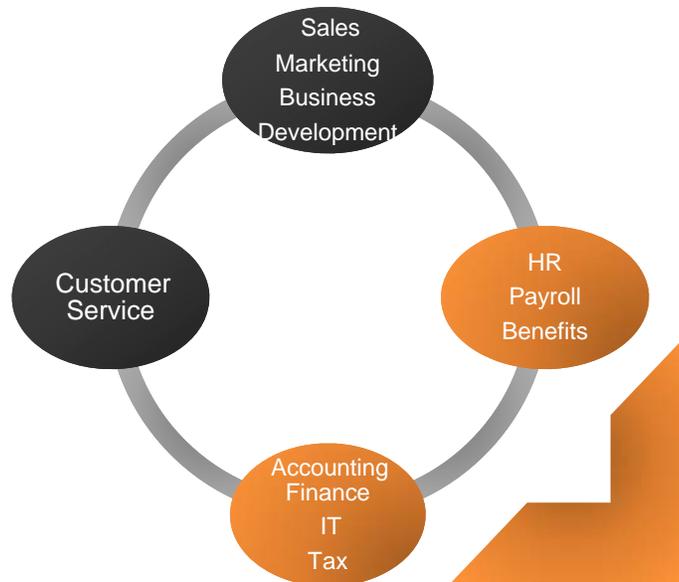
Front-Office or Core Business

*These are the
business drivers
that move your
Vision forward*



Back-Office - Foundation to support **VISION**

Back-Office



*These supporting business functions stabilize the **Vision** and create a platform for growth*

Core Business vs. Back-Office

Front-Office - Core Business

- Profit Center
- Core competencies are usually natural to the team
- The more time the management team can use to focus on the core business, the better off the business is

Back-Office

- Cost Center
- Typically need outside expertise to effectively accomplish
- Can inhibit or enable growth
- Primary place to look for business process improvements and cost reduction

Outsourcing back-office processes to SAPIENT CPA can reduce your cost for back-office operation by 30 – 50% while significantly increasing efficiency

FAO Value Proposition Shifts with Cloud Computing

- Significantly reduces overhead
 - The F&A back-office is a cost center and does not generate income
- Optimizes process and improves workflow
- Allows management to focus on core competencies
- Provides accountability with a trusted business partner
- Improves business process agility
- Improves back-office operational efficiencies that impact the front office
- Re-directs F&A expenses to finance corporate growth strategies

By Nick Heath, 1 March 2010 10:49

NEWS Nearly \$4bn will be spent on finance and accounting outsourcing (FAO) this year as services spending reverts to pre-recession levels, according to analysts.

Global expenditure on FAO will increase by 20 per cent year-on-year in 2010, the Everest Research Institute predicted in a report published last week.

SAPIENT CPA – Client Accounting Services

Accounting & Finance

- Sales Forecasting – Projections & Budgeting
- Performance Monitoring
- Financial Statements & Analysis
- Cash Flow & Budgeting

Bookkeeping

- Invoicing & Billing
- Inventory Control
- Accounts Receivable
- Bank Reconciliation
- Cash Disbursement
- Cash Management
- Job Costing & Profitability

Our Client Accounting Services group can help to reduce your back-office overhead and improve business processes

Service Delivery Models for FAO

Scenario #1

Software resides at client's location and at the firm's location, the software may or may not be the same. The firm and client exchange data files. Soft copies of the file may be exchanged in various ways.

Scenario #2

Software and data resides on SaaS servers. Both client and firm share this common business platform. Client and firm access the software and data via an internet browser.

SAPIENT CPA – Client Accounting Services

Our Client Accounting Services group utilizes a network of service providers on an integrated technology platform

Our Service Providers

Intacct for Bookkeeping, Accounting & Finance

Paychex for Payroll, HR & Benefits

Bill.com for Paperless Bill Pay

Intacct – Cloud-based Technology

- Intacct is an award-winning accounting and financial management solution delivered via the web
- Intacct is not only an accounting system – it is a technology platform. With it, we can configure rules, reminders, and work flows that enable our two companies to monitor processes, due dates and make timely decisions as needed
- We can provide improved productivity and efficiency, greater transparency, reduced risk and error, and lower IT overhead costs for your business



You can view key performance indicators automatically updated in real-time using personalized dashboards

Intacct – Cloud-based Technology

We can collaborate with you in real-time using live data

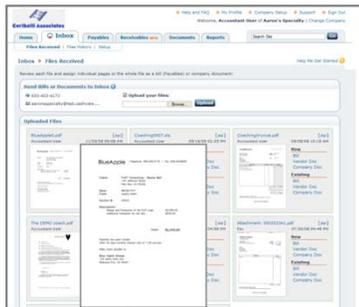
- We access and share the same financial system data with you at all times:
 - We'll have an opportunity for real-time collaboration: we do the entry and processing, you make the approvals
 - This technology saves time and reduces risk of data loss: your files are stored with multiple layers of security and encryption with a perfect track record
 - Data no longer needs to be tracked, shipped, transferred or reconciled
 - You have the ability to become paperless: attaching copies of documents to transactions



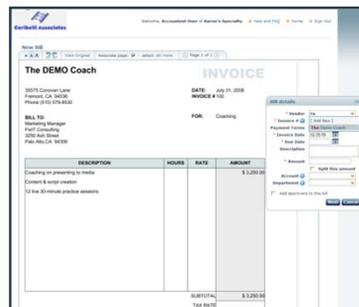
Paperless Bill Pay with Bill.com

Store financial documents, process invoices and pay bills online

Web-based interface for submitting bills and collaborating with SAPIENT CPA



We Manage Your Documents



Review Bills and Classify Expenses

A screenshot of the Bill.com 'Payables' section. It shows a table of 'Registered Bills' with columns for 'Bill #', 'Vendor', 'Bill Date', 'Approval Status', 'Bill Amount', 'Payment Amount', and 'Payment Due Date'. The table lists several bills, including 'The DEMO Coach', 'Bill Active Design', 'Contract', 'Baker Equipment', and 'Car Telephone'. A 'Total Due' of \$22,276.00 is shown at the bottom of the table.

Bill #	Vendor	Bill Date	Approval Status	Bill Amount	Payment Amount	Payment Due Date
100	The DEMO Coach	08/20/08	Approved	\$4,800.00	\$4,800.00	08/20/08
10023	Bill Active Design	08/20/08	Approved	\$1,800.00	\$1,800.00	08/20/08
100207	Contract	07/28/08	Approved	\$1,800.00	\$1,800.00	08/20/08
100	Baker Equipment	08/18/08	Approved	\$1,000.00	\$1,000.00	08/20/08
1004	Car Telephone	08/01/08	Approved	\$900.00	\$900.00	08/20/08
1040	Contract Services by S	08/01/08	Approved	\$1,800.00	\$1,800.00	08/20/08
1076	Contract	08/20/08	Approved	\$1,200.00	\$1,200.00	08/20/08
100	The DEMO Coach	08/20/08	Approved	\$1,200.00	\$1,200.00	08/20/08
1000	Car Use & Expense	08/20/08	Unapproved	\$1,200.00	\$1,200.00	08/20/08
				Total Due:	\$22,276.00	

Securely Pay Online

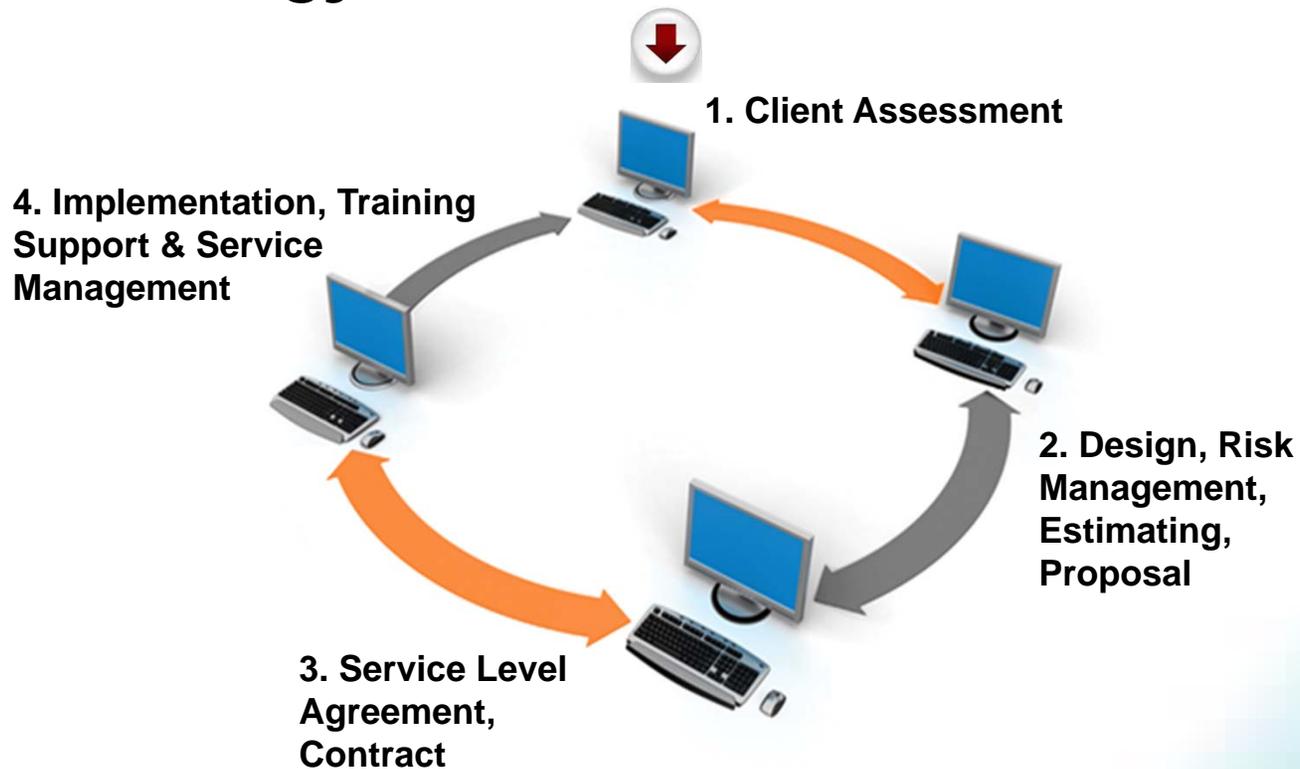
Bill.com automates the A/P and bill management process, resulting in faster more accurate processing that frees you and your staff to focus on your core business. Bill.com synchronizes with Xero, QuickBooks and Intacct.

Payroll, HR, Benefits with Paychex

- Payroll Services
- Retirement Services
- Section 125 Plans
- Workers' Compensation
- Health Insurance
- State Unemployment Insurance Service
- Paychex Premier Human Resources
- Paychex Online Reports

Back-office outsourcing of payroll to Paychex is recommended by over 20,000 CPA firms

Client Accounting Services Engagement Methodology



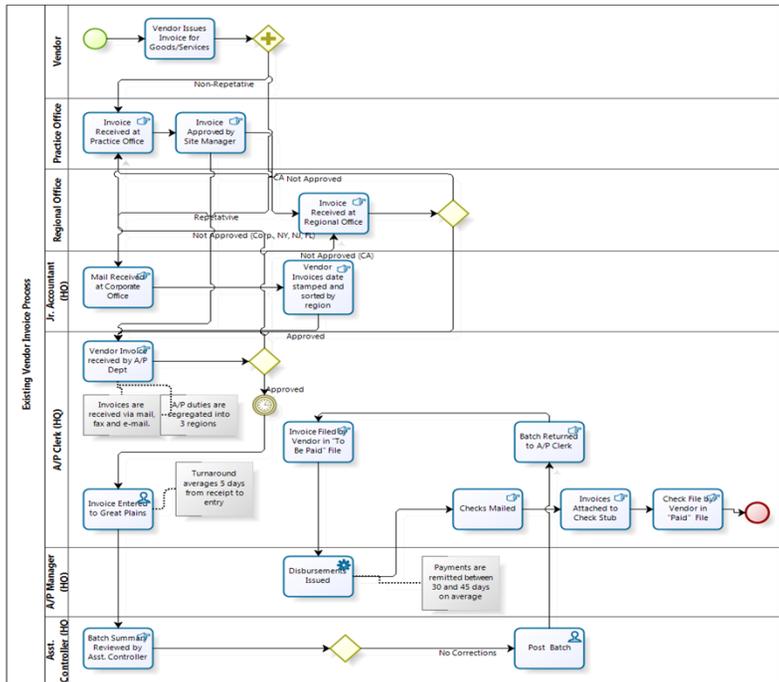
Client Assessment

- Our recommendation is to conduct a detailed on-site review of all current finance and accounting processes and systems so that we fully understand the current operating environment
- This includes transaction workflow, procedures and best practices that the potential client's company has adopted and/or implemented



Client Assessment

Current A/P Process – Vendor Invoices



- We will utilize a business process modeling tool for output similar to what is shown in the example
- This process not only enables us to fully understand the process, we also can jointly identify the organization's operational inefficiencies and areas for improvement
- Depending upon what processes we are examining and our ability to schedule with the owners of those processes determines the length of time a client assessment can take (usually no longer than 2 days)

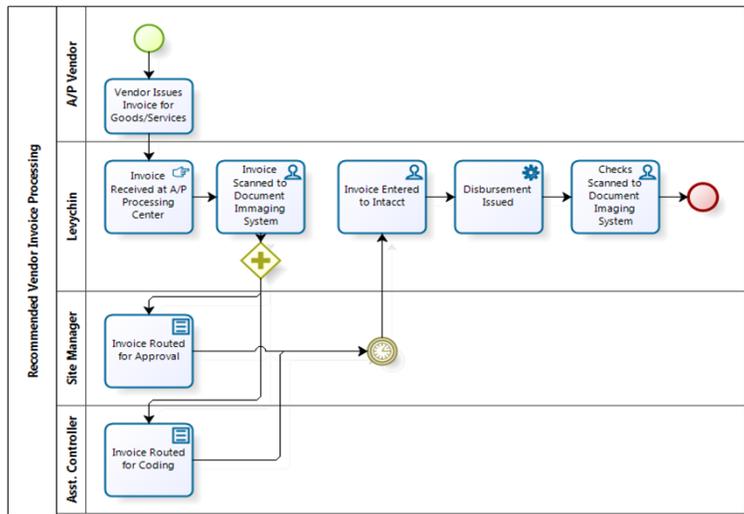
Design

- During design, we combine business process improvements and technology to create more efficient and scalable finance and accounting processes for your company



Design

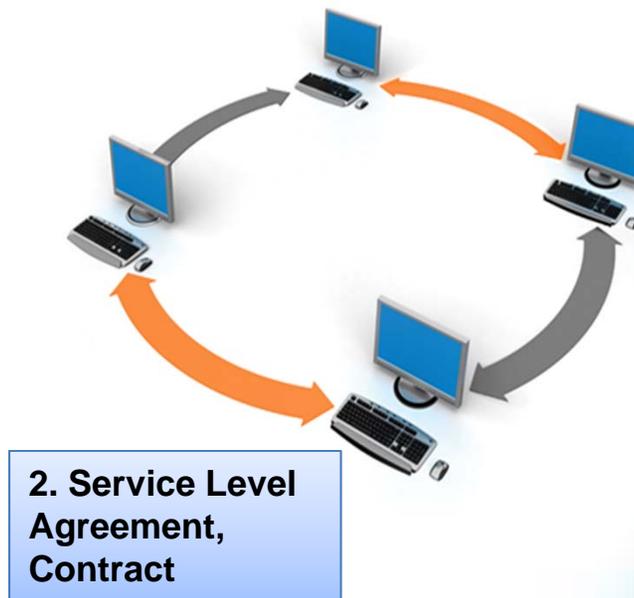
New A/P Process



- Making these changes will enable you to achieve greater efficiency at a reduced cost
- Improved output allows for better, faster decisions
- Day-to-day operating will be more streamlined than before

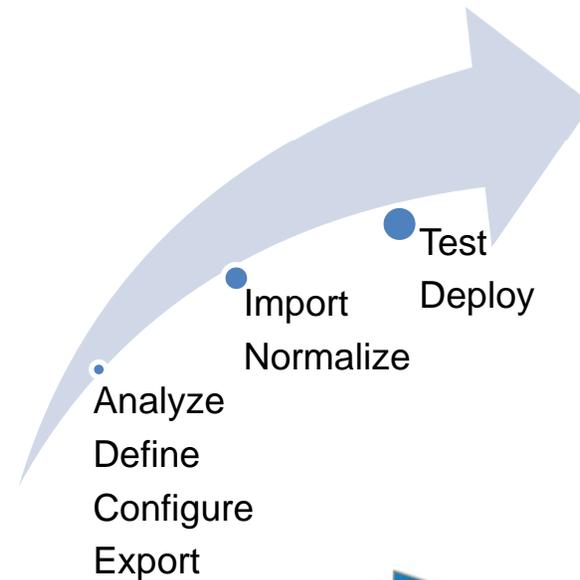
Putting It All Together

- You may then choose to outsource a portion or all of your finance and accounting function to us
- Once that is determined, we will put together detailed service delivery model using the specific activity-level processes we've outlined
- Each activity has an assigned owner, associated risk level, and service level agreement



Putting It All Together

- We'll put together a model of how we'll work and step through a demonstration of a prototype
- We have a thorough implementation process that includes data import and testing prior to deployment
- The final phase before deployment is training and then testing out the service management process we've jointly defined
- From there, our ongoing collaboration and interface continues

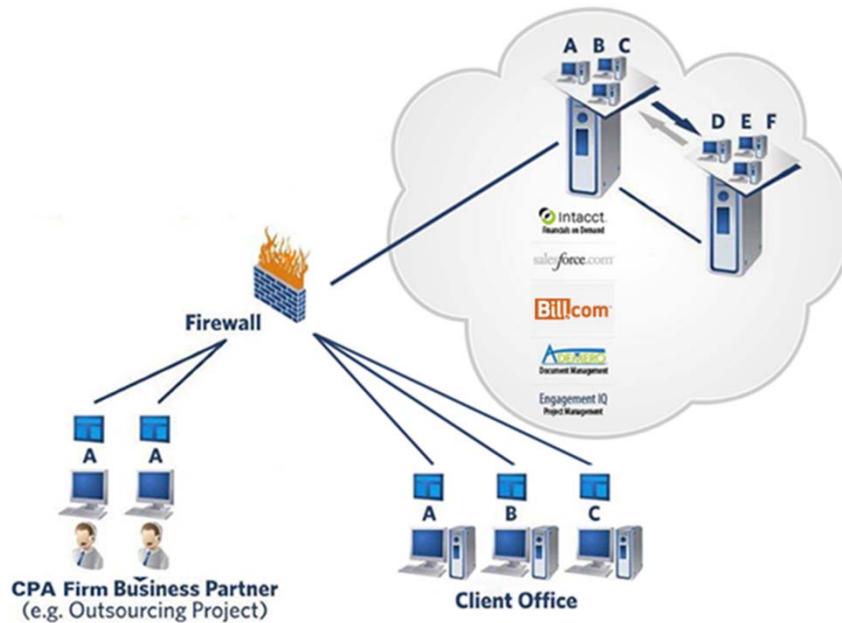


**4 . Implementation,
Training, Support
& On-going
Service
Management**



Ongoing Service Delivery

This graph depicts how we will share access to solutions and data



Client Support
is included
in our service fees

Your Back-Office Outsource Partner

We are a true finance and accounting outsource partner who owns the task of processing, reporting, analyzing and providing decision support to you so that can focus on achieving your **VISION**. Our firm provides proven and sustainable return on your investment and marked cost savings.

Let's get started today!



Thank You!

Jo-Ku Tang, Managing Member

Client Accounting Services

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