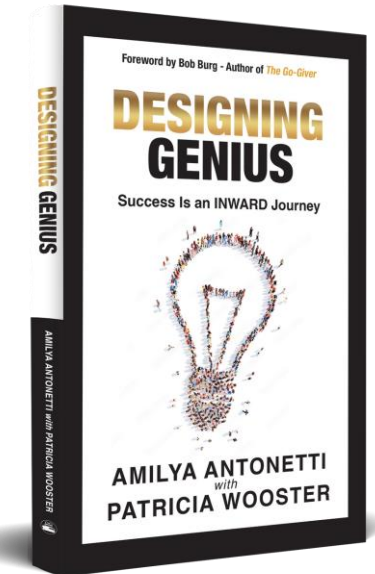
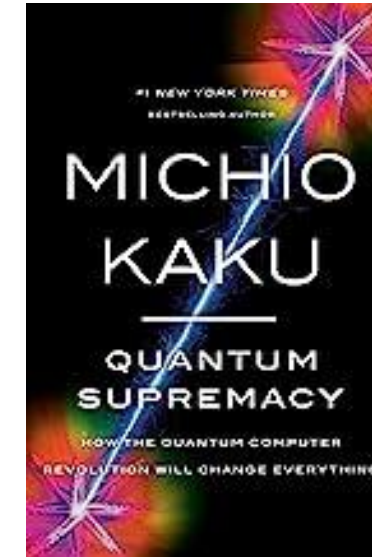
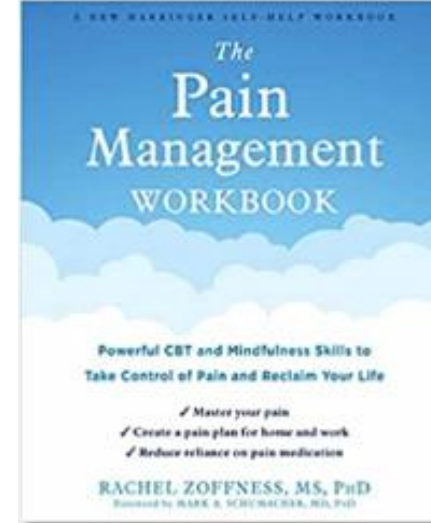
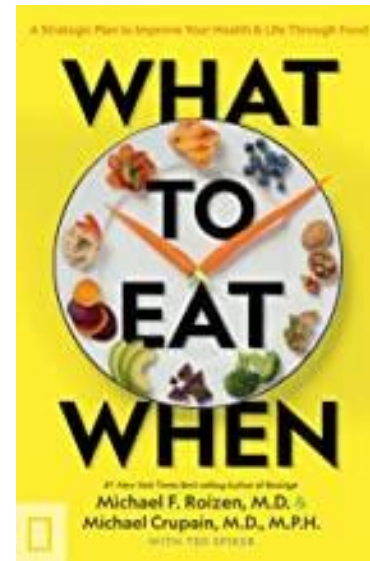
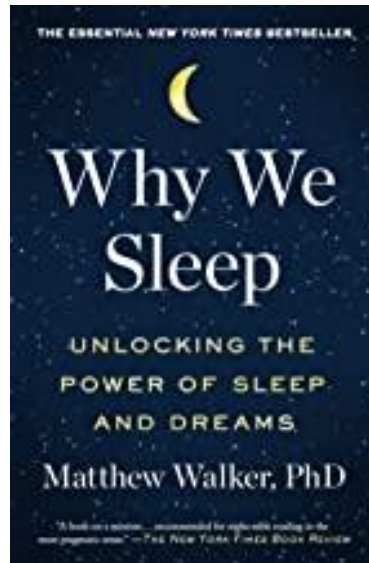
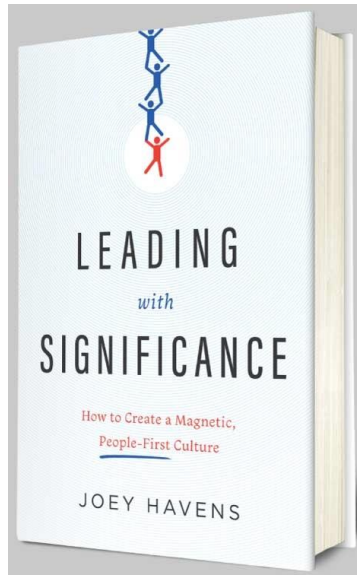


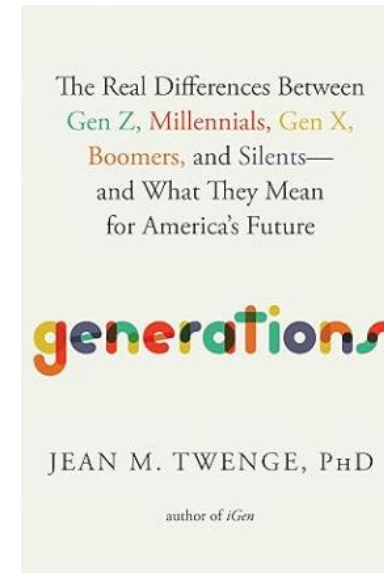
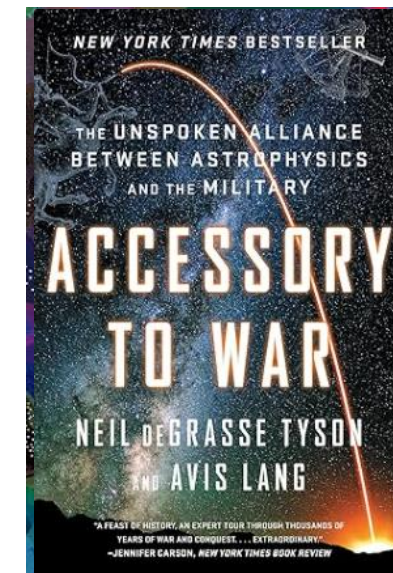
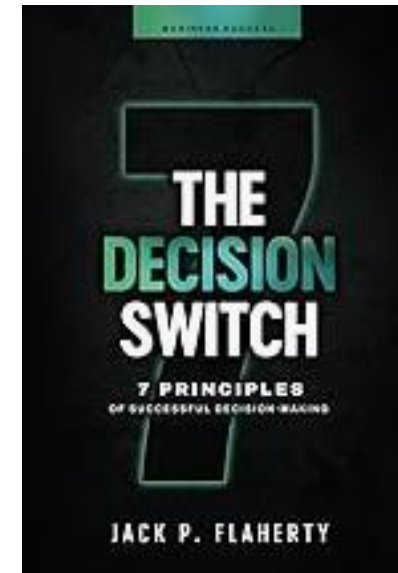
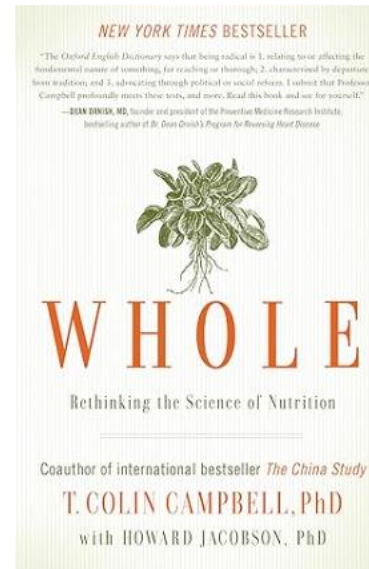
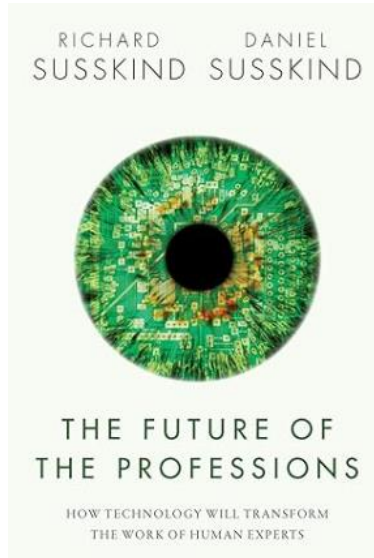
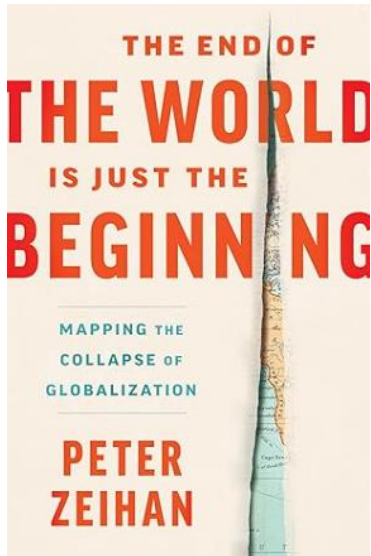


# K2's CPA Firm Technology And Management Update

# A Few Recommendations Last Year



# A Few Recommendations



# Major Topics



- Evolving trends in the accounting profession, including shifts in supplier dynamics
- Advanced software solutions tailored for various service lines and niche markets
- Innovative automation tools, with an emphasis on AI and machine learning in accounting
- Optimized technology stacks to boost productivity and profitability



# Learning Objectives



- Catalog recent changes by leading suppliers in the accounting sector
- Evaluate software solutions for specific service lines and niche applications
- Recognize opportunities for automation and innovation within accounting practices
- Select the most suitable technology stack for enhancing your firm's performance

# Latest Accounting Technology Lab Podcast Episodes



## Published([Website](#))([Apple Podcast](#))

- [Amazon Music](#), [Google](#) podcasts
- Thomson Reuters Edge CoCounsel
- Aider
- Supervizor
- 2024 Tax & Accounting Awards
- Software licensing and privacy
- AI Privacy Laws and Regulations
- Time Credit

## Recorded, Will Be Released Soon

- Syft Analytics
- HubSync
- blue J
- Tax GPT
- Soraban
- Liscio New Features



# Style



- It's great to be with so many of you I know
- I appreciate the relationships since I've been in many of your firms
- Assumed alignment on strategy & vision in your firm w/governance
- Avoid redundancy based on other presenters
- Quick, not reading the details to you, but hitting the highlights
- AI could be two hours by itself
- Details, including links in handout. Not trying to cover details
- Many products are named, but many are not
- Less technology details – Tech Update has those
- No single solution works for each of your firms “an easy button”

# Considerations



- Security, Policies, Standards, Regulation, Guidance & Governance
  - Cybersecurity
  - AI
  - NIST
- Technology Solutions - Broader ecosystem to maintain relevance
  - More SaaS solutions
  - APIs becoming more common and available enabling automation
  - Single Sign On (SSO) built into more products
  - SOC audits of platforms more common
  - Service line, operational, and management systems
- Staffing - Education & Awareness

# Good Things Of The Past Year



- AI positive impact from
  - ChatGPT
  - Microsoft Copilot
  - Anthropic Claude
  - Acceptable options for implementing and utilizing AI/LLMs with client data
- No significant date extensions
- Vendors had better uptime
- New options for scan and populate 1040s and K1s



# Issues Of The Past Year



- Support call response bad (all)
- Useless AI webinars
- During M&A, data held hostage
- Thomson Reuters
  - MFA Conversion
  - MFA not working consistently
  - UltraTax CS slowness issues
  - UltraTax CS crashing issues
  - FileCabinet CS crashing issues
  - Login compromises
- CaseWare
  - Multiple cloud outages in 2024
- Intuit discontinues QB Desktop
- Wolters Kluwer
  - Lack of support on new Office add-ins
  - Axxess Tax state forms
- IRIS
  - Discontinuance of Practice Engine
  - Discontinuance of iChannel
- Microsoft
  - Copilot Excel needs the files in OneDrive
  - Copilot needs the new Outlook
- Citrix
  - 3–5-minute reboot issue related to printers
  - NetScaler outage June 20
  - Security hole for United Healthcare

# Rapidly Evolving Ecosystem



## Platform Hubs/Portals

- Digilence
- HubSync
- Knuula
- Liscio
- SayAnchor
- SmartVault
- Suralink
- Small firm
  - StanfordTax
  - SuiteFiles
  - Truss
- And over 20 more

## Practice Management

- Karbon
- Practice ERP
- Practice Engine (IRIS)
- Practice Pro 365
- Star Practice Management (IRIS)
- TPS
- Small firm
  - Canopy
  - Financial Cents
  - TaxDome
- And over 40 more

# Focus On Individual Tax Changes



- 1040 tax prep has traditionally been "Grind" work that has pushed many tax teams -- from staff to partners -- to the brink
- The push to outsource or divest this kind of work has made some impact but most firms still struggle
- Technology is making major leaps forward in terms of automating the 1040 process -- from gathering to data entry to delivery
- 1040 administrative work is an ideal place for technology to disrupt because it is both highly structured and highly repetitive
- Small firms are already reporting savings in excess of 60% of the administrative work. This stands to increase
- This level of technology-led disruption stands to flip 1040 prep from undesirable, low-margin work to highly automated, high-margin work

# Is There A Future Where Single Portals With High Client Adoption Mitigate Multiple Pain Points In A Single Stroke?

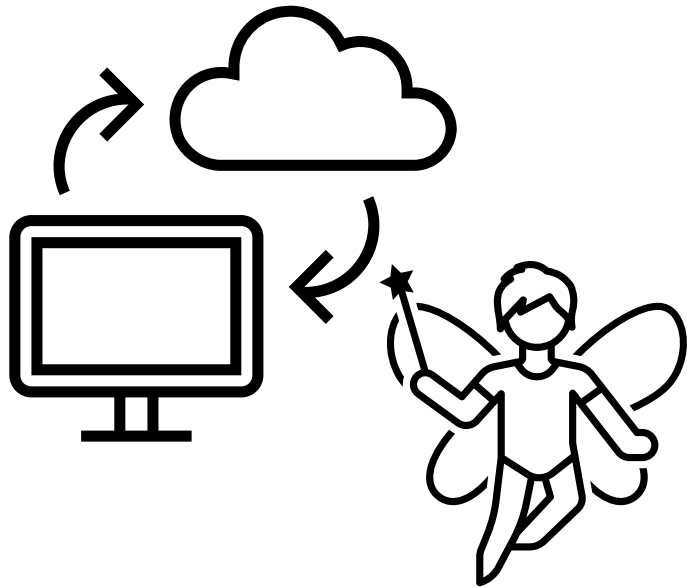


- Compliance - 4557, GLB, GDPR, Privacy, AI, etc.
- Consumer trends - mobile, Consumer (Client) Experience (CX), etc.
- Firms that miss the CX trend stand to lose an entire generation of client (and staff)
- Firm productivity gains are limited unless clients participate
- Continued disruption of administrative work will help firms attract and retain top talent
- Margin expansion - especially in low-cost lines of work such as 1040
- Firms divesting 1040 work may soon regret it because of how valuable it is to clients

# Desired Ecosystem



**What Vendors Say, Partners Want**



**What's Going On**

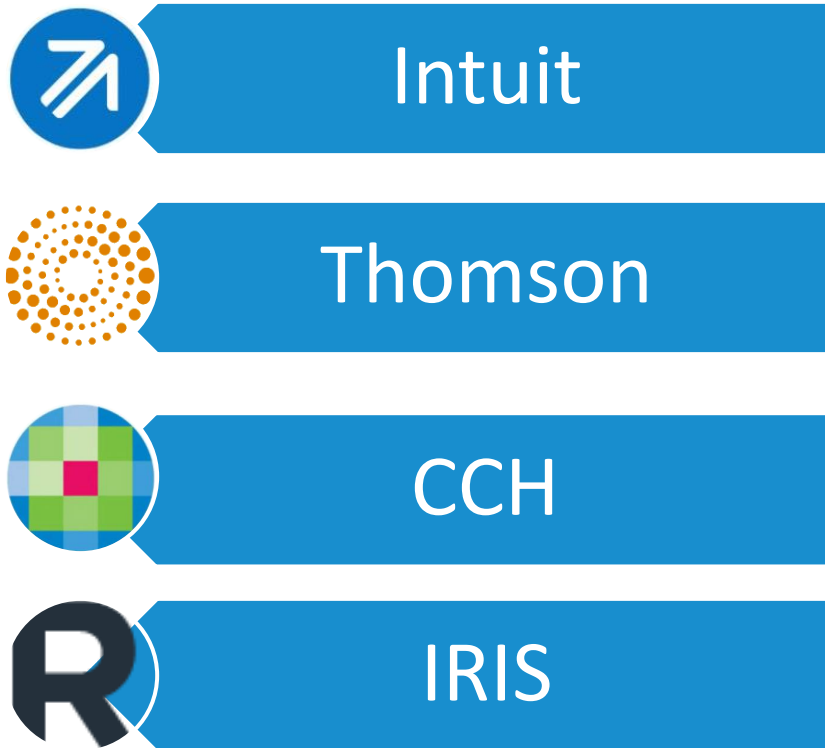




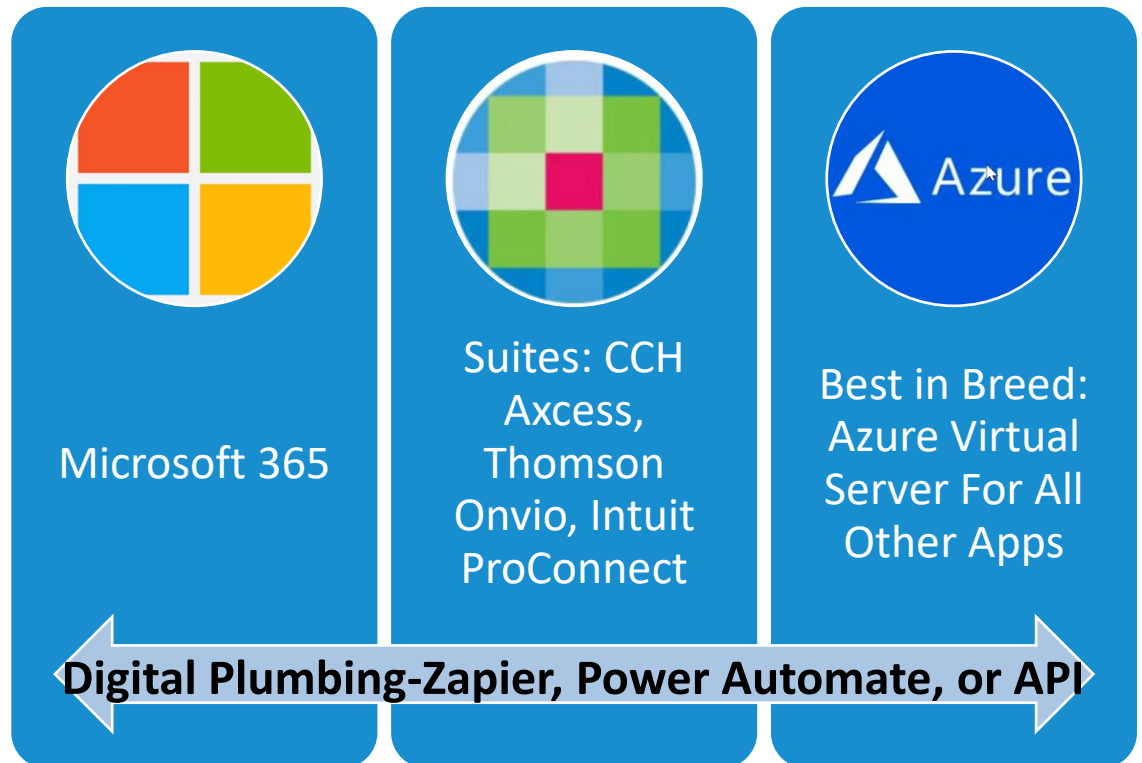
# Ecosystem Decisions



## Today



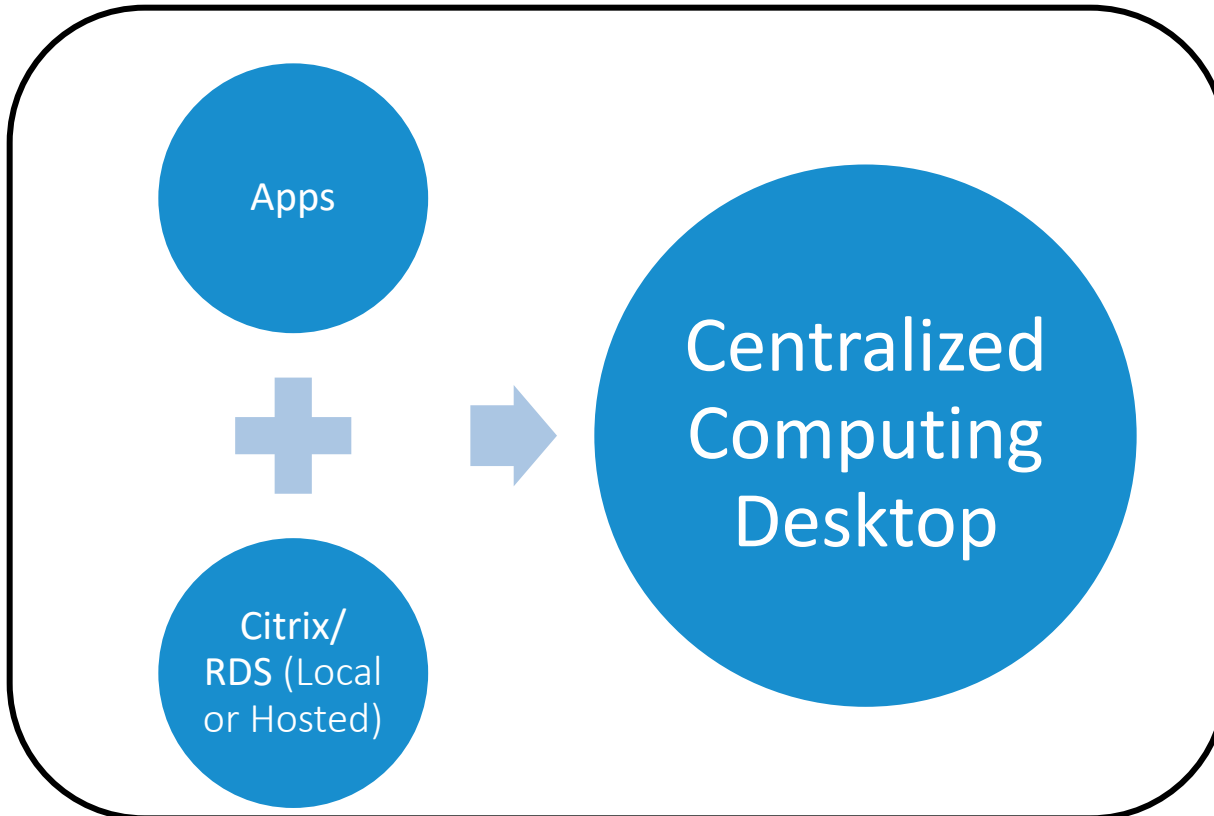
## Near Future



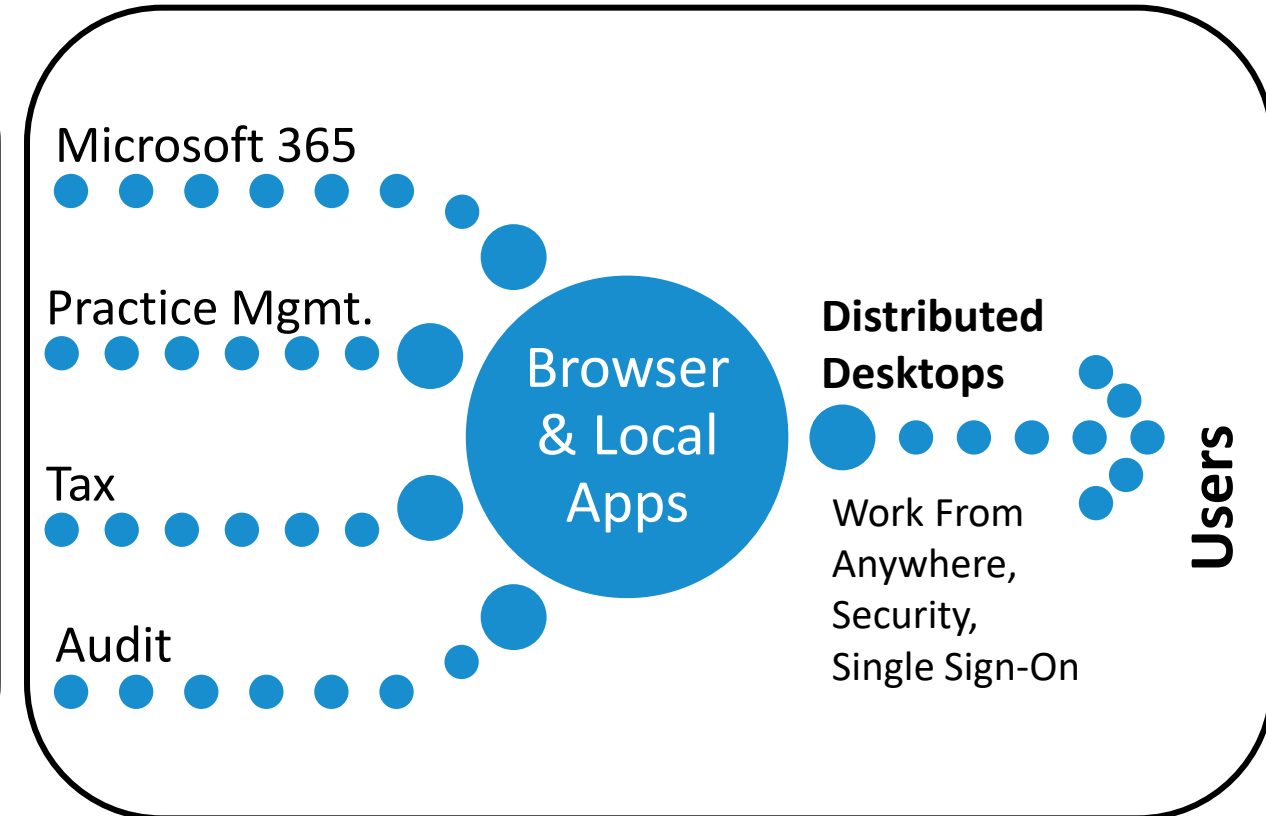
# What Is The Architecture Of Your Road Map?



## Current Architecture



## Future Architecture



# Fundamental Computer Technology



## PC Buyer

- Windows 11, Microsoft 365
- Intel Core Ultra & AMD Ryzen 5-9
- Dedicated GPU (ARC, Radeon)
- 32-64GB of RAM, DDR5
- PCIe Gen 4 128GB-1TB of NVM Express Solid-State drive (NVMe)
- Thunderbolt 5, for HDMI/USB

## Mac Buyer

- MacOS, Microsoft 365
- M3/M4 PRO/MAX ARM
- Dedicated ProRes graphics
- 8-64GB of RAM (DDR5 Unified)
- PCIe Gen 4 128GB-2TB of NVM Express Solid-State drive (NVMe)
- Thunderbolt 5, for HDMI/USB

# Topic Areas



- 1. Cybersecurity Essentials for CPA Firms**
- 2. AI Integration and Best Practices for CPA Firms**
- 3. Key Performance Indicators and Data Tools for CPA Firms for the Data Analytics Revolution**
- 4. AI and Automation in Practice Management with Effective Client Deliverable Strategies including Next-Gen Billing and Document Management**
- 5. Automation and bots**
- 6. Managing the Cost of Technology**
- 7. Staying Ahead of the Technological Developments to maintain firm relevance**
- 8. Innovations in service line software - Audit and Tax Software and AI's Role in Enhancing Audit and Tax Services**
- 9. Outsourcing/Talent**
- 10. Major publisher updates**

# 1. Cybersecurity



## Tools

- Firewalls
- Anti-virus
- EDR/MDR/Unified Endpoint Management
- MFA – Multi-factor
- DLP – Data Loss Prevention

## Policy & Training

- Update security continuously
- Governance and change management, NIST V2.0, 2/26
- Training tools – KnowBe4
- Collection of IT policies
- 5293/5447 WISP in place



# A Sampling Of Risks...



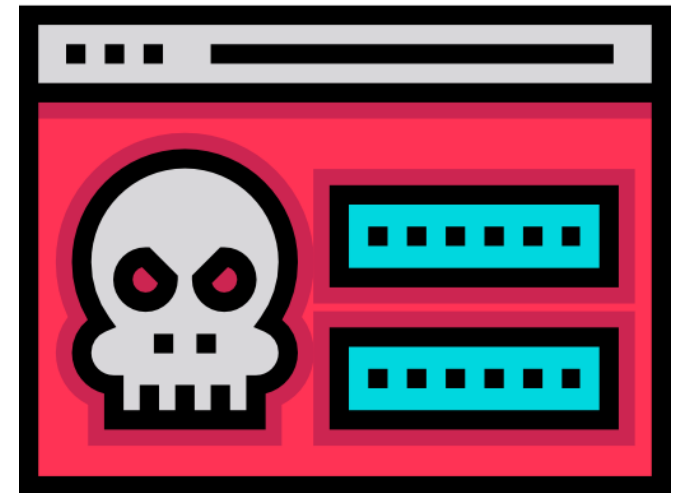
1. Ransomware
2. Phishing attacks, including “spearphishing” incidents
3. Credential compromises
4. Poorly configured end-user devices
5. Misconfigured organizational security devices
6. Lack of appropriate security policies and plans in place
7. Inadequate team member training on policy objectives
8. Remote work environments
9. Poor backup strategies
10. Continuing to use legacy hardware and software

# Top Security Concerns With Remote Work



*Pretty much the same risks as in the office*

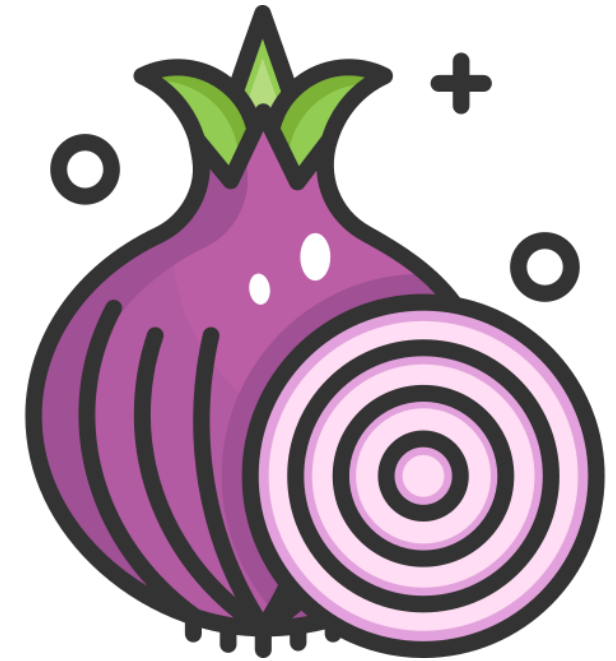
- Maintaining compliance
- Phishing emails
- Weak passwords
- Unsecured home devices
- Unencrypted file sharing
- Open Wi-Fi networks
- Learn more at <https://bit.ly/3LbeNma>



# Security Is Not A Binary State



- Security isn't as simple as flipping a switch. It is not an "on" or "off" thing
- You should think of security more like an onion, with layers. Their outer layer is your perimeter on the edge of your network. The inner layers could be different segments of your network or computers
- Don't have all your security on the perimeter; ensure you have protection at multiple layers throughout your network
- You can be vital in some areas and soft in others. It is a never-ending process of keeping yourself ahead of the threat actors
- It requires constant vigilance and regular renewal. There is no magic wand
- Cloud and SaaS vendors can't solve the entire problem



## 2. AI Accounting Applications



### CAS & Advisory

- 4ImpactData
- Aider
- Botkeeper
- Digits
- MakersHub.ai
- Periodikal

### Tax, Audit, PM

- Additive (K1 AI)
- Black Ore Tax Autopilot (1040 AI)
- Diligence (integration/PM)
- laurel (time sheets)
- Materia (AI Guidance)
- Time Credit (Technical Memos)
- Wolters Kluwer TeamMate Document Linker
- Zoho

# GenAI Toolkit: Roadmap For Firms



**Finance**  
Structured Data  
Extraction



**Advisory**  
AI-enriched  
KPI Analysis



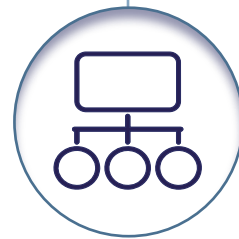
**Audit**  
Interview Transcript  
Assistant



**Tax**  
Legislation Research  
Assistant



**Internal Business  
Management**  
Recruiting Agent



**CPA.com/gen-AI**





SPECIAL REPORT

## Using AI to deepen your position as a trusted advisor

Explore [insights](#) from CPA.com's year-long AI research initiative

**CPA.com/Gen-AI**



## Driving innovation in the accounting profession through:



EXPERTISE



ACCESS



GRANT



ADVISORY



TAX



GUIDANCE & RESEARCH



WORKFLOWS  
& PROCESSES



SUPERVIZOR

AUDIT



TIMEKEEPING



TECHNICAL  
ACCOUNTING MEMOS

# Executive Summary



01

Additive delivers GenAI for tax document processing.

02

The Additive AI Platform automates intake of Federal K-1s, State K-1s and Federal K-3s for fund-of-fund workloads, alternative assets, HNWI, & family offices.

03

Workpapers take minutes to be generated. Accuracy is high, comparable to a junior staff member.

04

Additive's proprietary AI systems produce workpapers in Excel for streamlined workflows, which can then be imported into tax prep software.

05

Roadmap for 2025 includes many new forms and capabilities.

# Accelerating Existing Workflows

**Additive**

will read



Federal K-1

Face, all footnotes, all statements



State K-1

Face



Federal K-3

Face



**Additive**

will generate complete workpapers with

- Summary of all Federal K-1s
- Automated check figures
- Flags for foreign filings, etc.
- Summary of all State K-1s
- Summary of all Federal K-3s
- 199A Extraction
- UBTI Extraction
- State Grid Extraction
- And much more!!



# Today's Biggest Generative AI Tools



## ChatGPT (Open AI)

- Launched in **November 2022**
- Microsoft has invested **\$11B**
- The free version (3.5) was last updated in January 2022
  - **v4.0 in Plus \$20/mo.**
  - **Teams \$30/mo., Enterprise plan**
  - **GPT-4o (omni) new on 5/13/24**
- <https://chat.openai.com>

## Gemini (was Bard by Google)

- Available in **March 2023**
- Like ChatGPT, you sign-up for a subscription
- Currently, **no charge** for Gemini, but Gemini Advanced is \$19.99/mo. in Google One Premium subscription
- <https://gemini.google.com/app>

# Today's Biggest Generative AI Tools



## Copilot (Microsoft)

- Launched in **February 2023**
- Developed by **OpenAI**
- Microsoft has invested **\$10-20B**
- Initially launched as Bing Chat, now in Windows 11, M365
  - M365 \$30/mo., Enterprise plan
  - Free in Windows 11, Edge
  - Phi-3 new on 4/23/24
- <https://copilot.microsoft.com/>

## Claude (Anthropic)

- Released in **March 2023**
- Amazon has invested **\$4B**
- Currently, **no charge** for Claude
  - **Claude Pro \$20/mo., Opus**
- <https://claude.ai/chats>

# Creating Responses To IRS Notices

*(generated by ChatGPT)*



## 1. Review the Notice:

Carefully go through the CP-12 notice to understand the specific details of the IRS's claim. Verify the tax period and the nature of the adjustment.

## 2. Gather Documentation:

Collect all relevant documentation, including tax returns, receipts, and any supporting documents that can substantiate John Jones's position. This will be essential in building a case against the IRS's claim.

## 3. Contact the IRS:

Reach out to the IRS using the contact information provided on the CP-12 notice. Explain the reasons for the disagreement and provide supporting documentation. It's advisable to remain calm and professional during any communication with the IRS.

## 4. Certified Mail:

If you choose to send additional information or documentation, consider using certified mail with return receipt requested. This will provide proof of both the sending and receiving of your documents.

## 5. Request an Appeals Conference:

If the disagreement persists, John Jones may have the option to request an appeals conference. This involves presenting the case to an independent IRS officer who will review the matter impartially.

## 6. Seek Professional Assistance:

As a Certified Public Accountant, you might want to consider leveraging your expertise or

# Creating Responses To IRS Notices



- Although the guidance provided in the previous slide might be helpful, particularly to less-experienced staff, you may have been hopeful of getting a draft of the **actual response letter** created by your AI tools
- Modifying your request to “*Create a response letter to IRS CP-12 where John Jones owes \$1,000 and disagrees with the IRS*” generates the draft response indicated on the next slide



# Creating Responses To IRS Notices

*(generated by  
ChatGPT)*



I hope this letter finds you well. I am writing in response to CP-12, which indicates that John Jones owes \$1,000, a claim he disputes.

Upon reviewing the notice, we respectfully disagree with the proposed adjustment. We have conducted a thorough examination of the relevant tax period and have gathered supporting documentation to substantiate our position.

Enclosed, please find copies of the tax returns, receipts, and any other pertinent documents that support our claim. We believe that these materials will provide clarity on the matters in question. We request that you review this information in reconsidering the proposed adjustment.

If necessary, I am open to further discussions or meetings to discuss this matter in detail. Additionally, I would appreciate guidance on any specific procedures or documentation required to facilitate a resolution.

Please be advised that we have also retained copies of this correspondence for our records.

Thank you for your prompt attention to this matter. We look forward to resolving this issue amicably.

Sincerely,

[Your Full Name]

# Microsoft Copilot



## Question

Compare the advantages and disadvantages of operating as an S corporation from an income tax perspective.

- ✓ Searching for: advantages and disadvantages of S corporation from an income tax perspective
- ✓ Generating answers for you...



## Response

Operating as an S corporation from an income tax perspective has both advantages and disadvantages. Here are some of the main points to consider:

### Advantages:

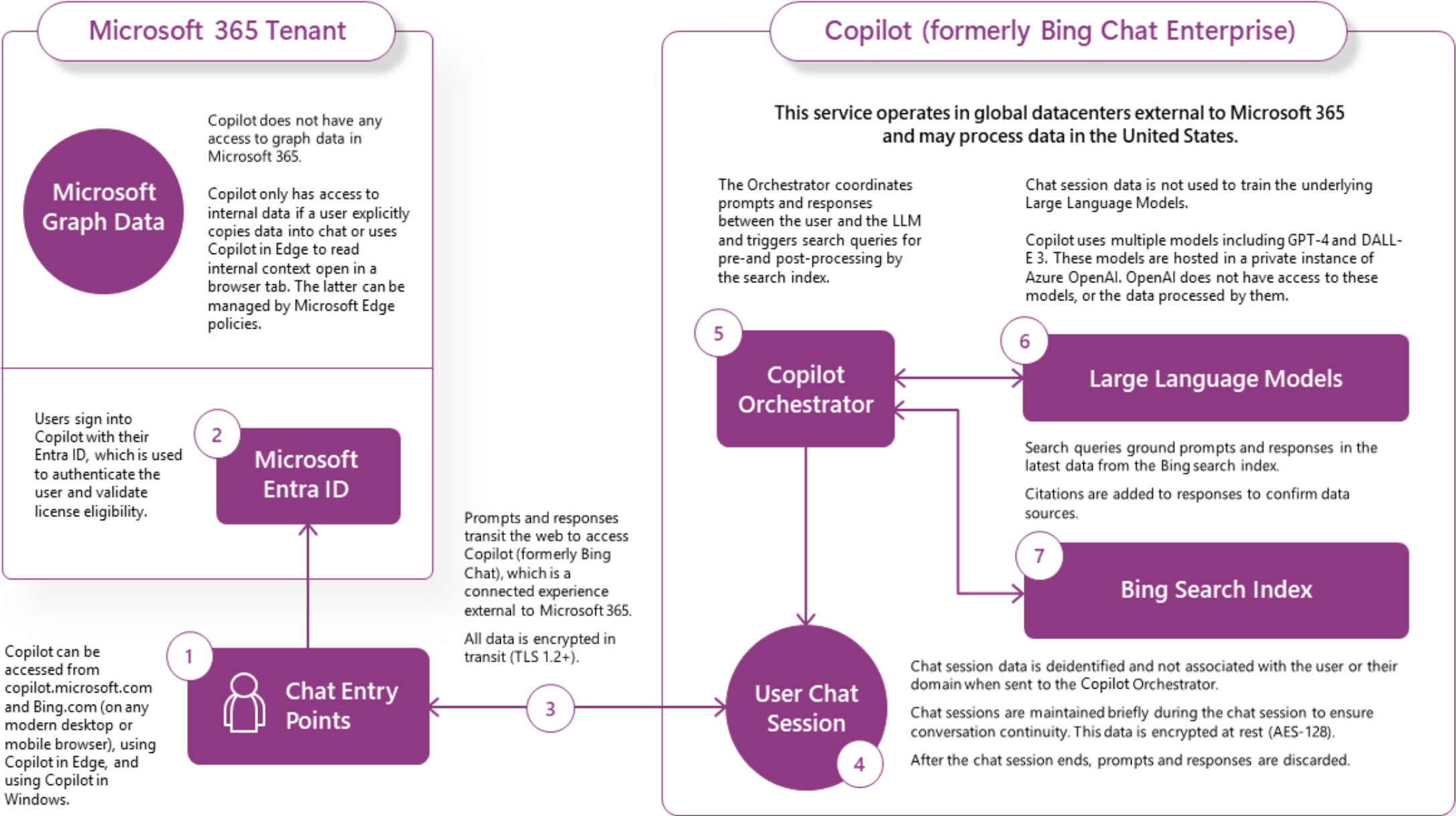
- **Avoidance of double taxation.** The earnings of an S corporation are only taxed once, at the level of its shareholders. This is significantly better

# More On Copilot



- Copilot also integrates with Microsoft 365, where you can use it to do things such as:
  - Automatically respond to emails
  - Create PowerPoint presentations from Word documents
  - Summarize threads of email messages
  - Summarize Chat content from a thread of messages
  - Create transcripts of meetings
- Copilot became generally available as a subscription tool on 11/1 for \$30/mo. on E3/E5 plans, and \$20/mo. for Copilot Pro

# Copilots And Data Protection



# Are There Dangers With AI?

## ***Absolutely!***



Biased  
Outputs

Copyright  
infringement

Data privacy

Data security

Deepfakes

Hallucinations

# 3. Data Tools And KPIs



## Tools

- Standalone utilities
- Part of platforms (Aiwyn/ Digilence/ HubSync/ Liscio)
- Connect directly through API (Application Program Interface)
- Leverage native integrations

## Determine Useful KPIs

- Bernie Smith books on KPIs
- Some provided by tool providers
- Alliance groups may have measures they want you to use
- Surfaces firm profitability by service line, location, other

# What Is A Key Performance Indicator (KPI)?



- **Key Performance Indicators (KPIs)**
- A value or score to measure the scope of a potential company's success or attainable business objectives
- Values can be:
  - **Quantitative** (sales – we sold \$1.5 million this month) or
  - **Qualitative** (customer sentiment – 95% of my clients feel “Very Good” or “Excellent” about the service they received)
- KPIs can also be
  - **Leading** (e.g., the drop in housing starts in our area means that demand for lumber and shingles will be lower next month)
  - **Lagging** (Accounting fees are a lagging indicator, so if there's a recession, it will take a year or so for accounting fees to adjust to the new normal)

# What Is A Key Performance Indicator (KPI)?



- **KPIs** and real-time activity reporting
  - **Input** KPIs like percentage of budgeted positions filled or days sales in raw materials inventory help us know how we are doing with the resources needed to perform tasks
  - **Output** KPIs help us measure our progress in a particular business process – sales, production, new customer acquisition
  - **Process Indicator** KPI's help us know how efficiently and effectively a process is functioning
  - **Practical Indicators** are feedback on the functioning of a process in a company



# Accounting Firm Technology Spend



- \$5,000 - \$7,000 per employee
- 3 – 7% of top line revenue for maximum partner profitability
  - < 3% usually equals less profitability per partner
  - >7% must be managed carefully
  - 7 - 15% still provides ROI
- Establish your baseline costs per team member
  - Standard equipment – computer, monitor, cell phone, docking stations
  - Productivity licensing – Microsoft Office (\$22-57), Adobe, more
  - Line of business licensing
- Hosting/infrastructure/support will be \$125-225 per person

# Accounting Firm KPIs



- Client satisfaction (NPS)
- Client retention
- Client lifetime value
- Client acquisition cost
- Client churn rate
- Monthly recurring revenue (MRR)
- Annual recurring revenue (ARR)
- Rate per hour
- Average revenue per client (ARPC)
- Realization % (percent of “standard” rates)
- Markup/markdown percentage
- Hours charged
- Chargeable time %
- Production in \$ and hours
- Team mix via writedown %

# Dashboards



## Mainstream

- CCH Axcess Dashboard
- Practice CS Dashboard
- Abdo Solutions
- Intuit QuickBooks Online
- Power BI

## Up and Coming

- 4ImpactData
- Zoho Analytics

# Data Extraction



## Mainstream

- Dext Prepare
- Hubdoc
- Sage Autoentry
- Botkeeper (powered by Vic.AI)
- Altair Monarch
- Validis

## Up and Coming

- MakersHub.ai
- Vic.AI
- Data Snipper
- TeamMate Document Linker
- Audit Sight
- UiPath
- Winautomation

# Digital Plumbing



## Mainstream

- Diligence
- Karbon
- HubSync
- Boomi
- Power Automate
- CData
- Zapier
- Zoho Flow

## Up and Coming

- Actian Avalanche
- Talend
- DOMO
- Information Builders

# Data Wrangling (ETL)



## Mainstream

- Power Query
- Zoho DataPrep
- CData Sync

## Up and Coming

- DOMO
- Tableau Prep

# 4. Practice Management



## Mainstream

- CCH Axcess Practice/iFirm
- Thomson Reuters Practice CS/DT Max
- IRIS Practice Engine (EOL)
- IRIS STAR Practice Mgmt.
- Karbon

## Up and Coming

- PracticePro 365
- Practice ERP
- Small firm
  - Canopy
  - Clarity Practice Management
  - Financial Cents
  - Tax Dome
  - TPS Cloud Axis
- Zoho Practice

# Portal



## Mainstream

- CCH Axcess Client Collaboration
- Thomson Reuters NetClient CS
- HubSync
- Liscio
- Suralink
- Doc-It Portal
- ShareFile

## Up and Coming

- Specialty
  - SafeSend
  - TaxCaddy
- Small firm
  - Clarity Practice Management
  - SmartVault
  - StanfordTax
  - TPS Cloud Axis
  - Truss



# Practice Management Support



## Revenue Cycle

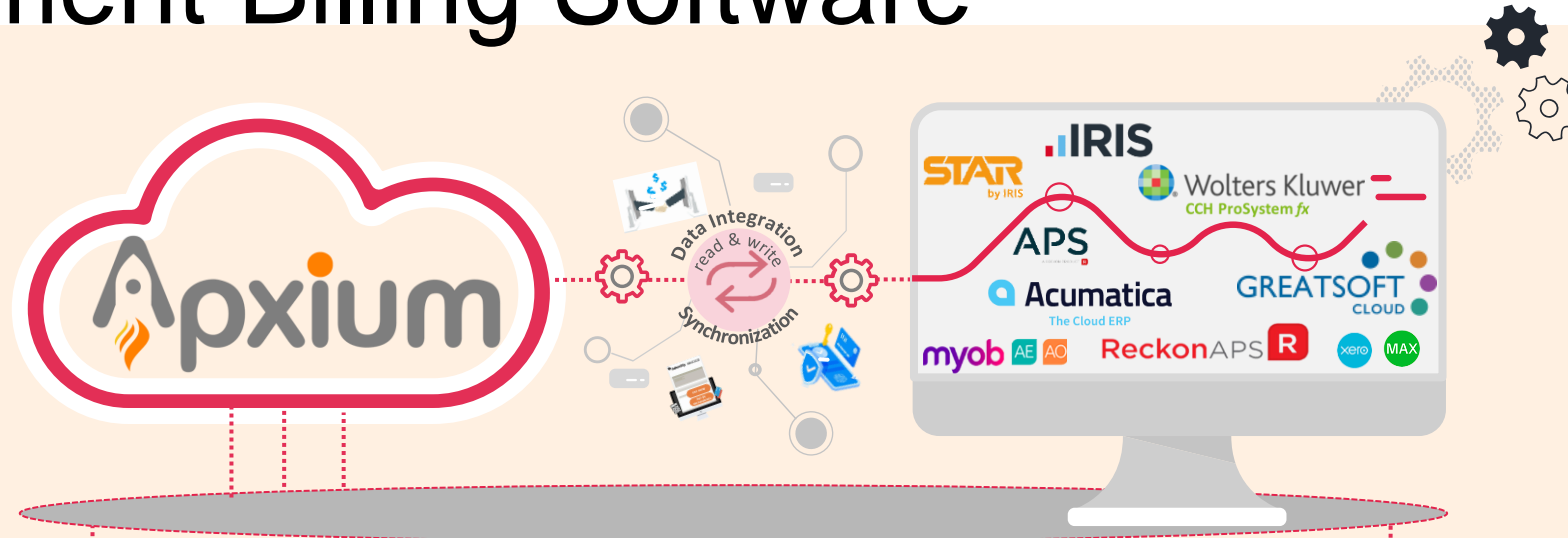
- SayAnchor
- Knuula
- Aiwyn
- Apxium
- Campfire
- Ignition

## Admin

- Ramp
- BILL
- Forwardly (FedNow ACH)
- HR platforms
- CPACharge
- QuickFee



# IP that integrates with Multiple Firm Practice management Billing Software



## REMOTE CONNECTIVITY READ & WRITE (some systems)

- ✓ Data interrogation to capture and present invoices
- ✓ Write/post payments data (journaled) back into PM billing system ledger



## DATA SYNCHRONIZATION

- ✓ Client invoice balances are auto updated with every change made to the AR ledger
- ✓ Over/under/duplicated/unreconciled payments are therefore impossible

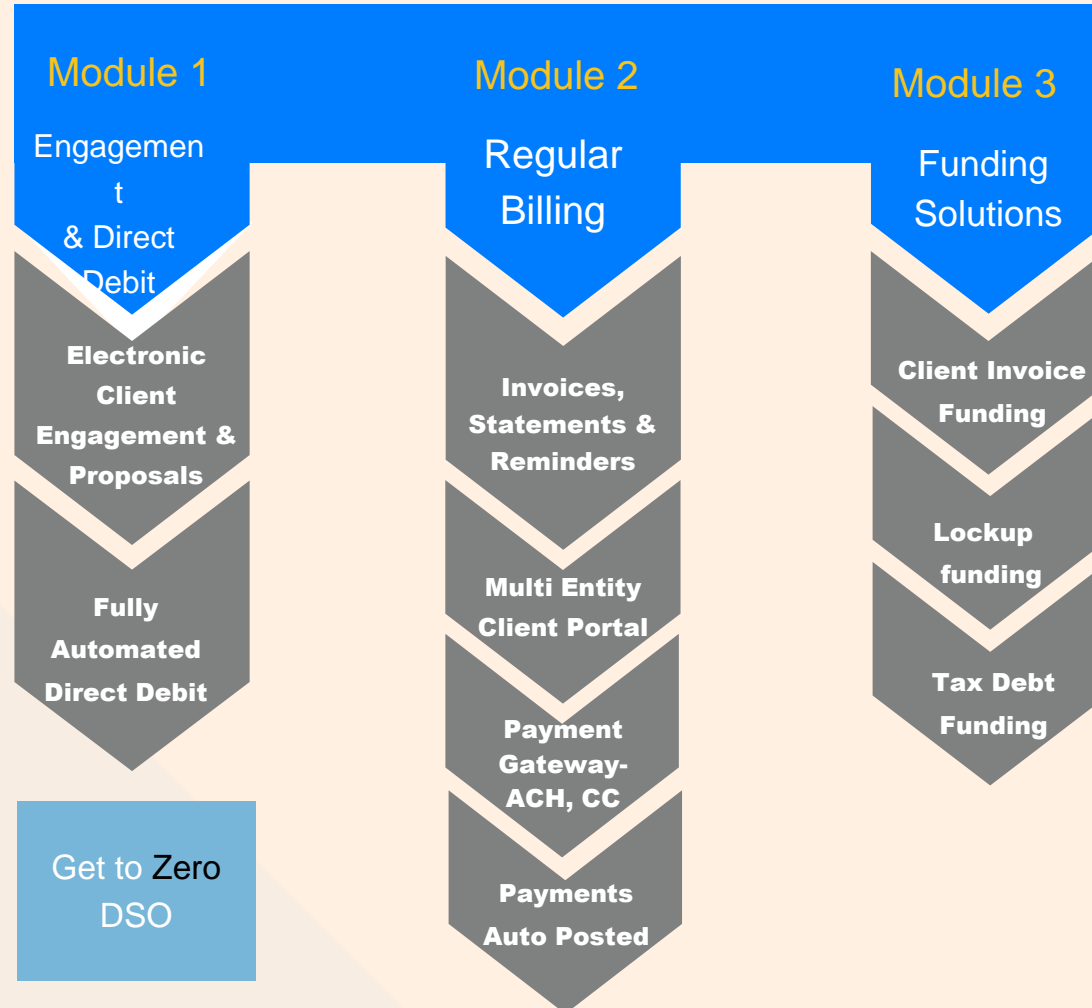


## INTEGRATED PAYMENT RAILS & INVOICE FINANCING

- ✓ Credit card & direct debit (ACH) Facilities at 30-40% cheaper than banks
- ✓ Smart invoice financing: automated risk management & covenant reporting



## 02. The Apxium 'End to End' AR system



- Integration - Read/Write Magic
- System functionality
  - Communications
  - Multi Entity Client portal
  - Payments
  - Engagement & Auto Debits
  - Merchant Dashboard
  - AR tools
  - Funding



# AR Revenue Cycle Tools



- **Anchor:** Anchor automates proposals, invoicing, and payments, improving cash flow, preventing revenue loss, and enhancing client experience
- **Aiwyn:** Aiwyn software improves client experience, automates internal finance processes, speeds up cash flow, and provides immediate ROI
- **Apxium:** Apxium software automates accounts receivable, improves cash flow, enhances accuracy, and provides seamless integration with accounting packages

# HR Software By Type



## Recruiting

- Recruitment Marketing
- Applicant Tracking System
- Candidate Sourcing
- Referral Program

## Administrative

- Personnel Tracking
- Employee Scheduling
- Payroll
- Benefits

## HCM

- Onboarding & Offboarding
- Employee Performance
- Employee Engagement
- Learning Management

# Right To Small Mainstream Tools!



- **BambooHR:** An all-in-one HR software solution, BambooHR offers features such as applicant tracking, onboarding, time tracking, and performance management, making it a comprehensive tool for HR professionals
- **Gusto:** An integrated HR, payroll, and benefits platform, Gusto simplifies payroll processing, compliance, and employee benefits management, making it an excellent choice for small and medium-sized businesses
- **Zoho Recruit:** A comprehensive applicant tracking system, Zoho Recruit helps HR professionals manage job postings, track applicants, schedule interviews, and streamline the entire recruitment process

# Talent Tools



- **Greenhouse:** A popular applicant tracking system and onboarding software, Greenhouse helps companies find, interview, and hire top talent while providing a seamless onboarding experience for new employees
- **Lattice:** A performance management and employee engagement platform, Lattice offers features such as goal setting, continuous feedback, performance reviews, and employee engagement surveys, helping organizations foster a strong company culture and drive employee development
- **Cegid Talentsoft:** A cloud-based talent management platform, Talentsoft focuses on performance management, learning and development, and compensation management to help organizations identify, develop, and retain top talent

# Mainstream HCM Tools



- **Paycor:** An HCM platform designed for small to medium-sized businesses, Paycor offers solutions for payroll, time tracking, recruiting, onboarding, and benefits administration, as well as HR analytics and reporting
- **UKG Pro** (formerly Ultimate Software's UltiPro): A comprehensive human capital management (HCM) solution, UKG Pro offers features such as payroll, benefits administration, talent acquisition, and performance management



# Mainstream HCM Tools



- **Paychex:** Paychex Flex® is an all-in-one HCM, PEO, and HR software that streamlines payroll, benefits, workforce management, talent management, and employee experience, backed by experienced support (CPA.com affinity program!)
- **Rippling:** Rippling is a comprehensive HR software solution catering to teams ranging from small to large. It integrates payroll, benefits management, time tracking, and PEO services. Customizable and ideal for remote teams, it simplifies workforce management and employee administration. April 22 Series F raise of \$200M on a \$13.5B valuation which Coatue led, and was joined by Dragoneer, Founders Fund, and Greenoaks

# Larger HCM Tools



- **ADP Workforce Now:** A complete HCM solution, ADP Workforce Now provides payroll processing, time and attendance, benefits administration, talent management, and HR analytics for medium to large-sized businesses
- **SAP SuccessFactors:** A cloud-based human experience management (HXM) suite, SAP SuccessFactors offers modules for recruiting, onboarding, performance management, learning and development, and compensation management
- **Workday:** A cloud-based platform that provides HR management, financial management, and analytics solutions, Workday is designed to help organizations streamline their HR processes and make data-driven decisions

# Common HR Technology Challenges

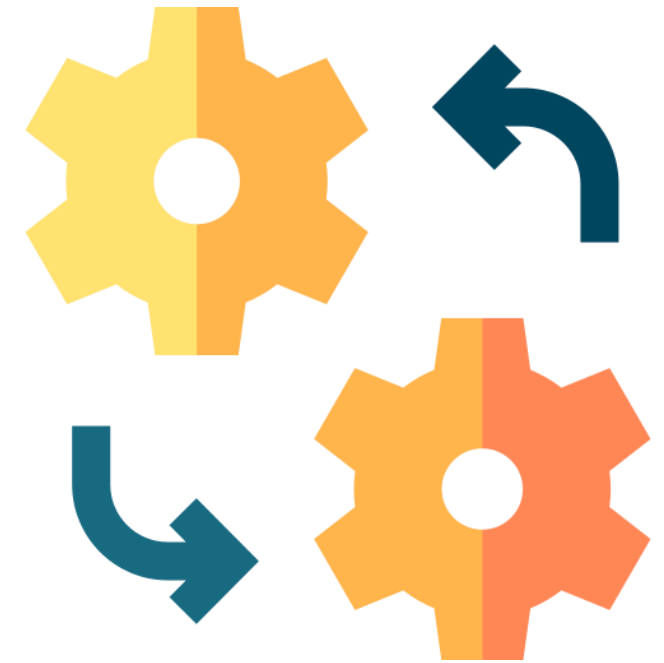


- Disparate, clunky platforms
- Leads to inadequate data and lackluster reporting
- Expensive, time-consuming IT support
- Add-ons meaning multiple vendors to manage
- Lack of scalability
- Compliance issues
- Cumbersome management of the employee lifecycle
- Insecure data storage or transfer
- Inability to see information on any device

# 5. What Is Automation?



- In business, automation is focused on performing a task without the need for human labor
- Humans design automation procedures, but the work is performed between systems. Once initiated, it will continuously run on its own until intervention is required
- An example of simple automation would be the thermostat in your home or fridge. It will maintain the temperature once it is set
- A complex automation would be your car's traction control system that automatically adjusts based on multiple real-world conditions



# Common Accounting Automation

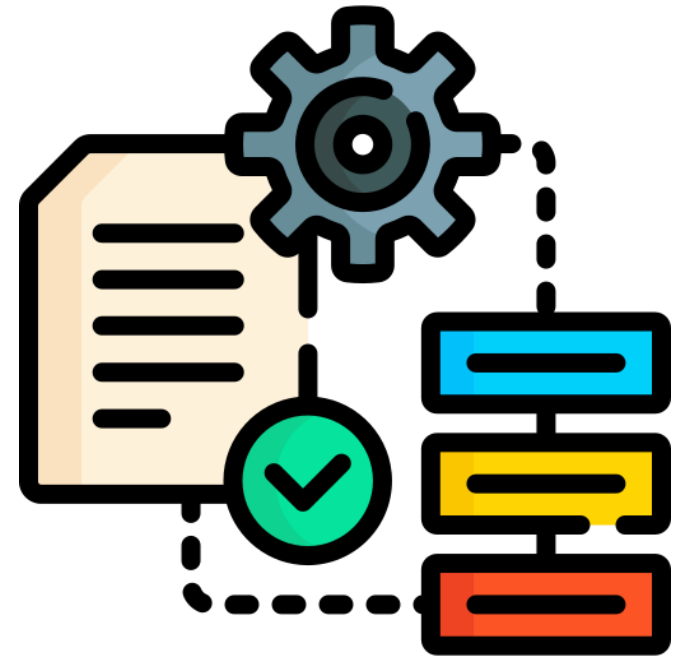


- Optical character recognition (OCR)
- PDF creation and conversion
- Integrated portals with PBC list tracking
- Data cleanup/extraction (Power Query, Python, etc.)
- Robotic process automation
- Data interfacing, upload/download, and synchronization
- Task tracking and checklist monitoring
- Automated reminders for overdue tasks

# AI & Automation In Firms



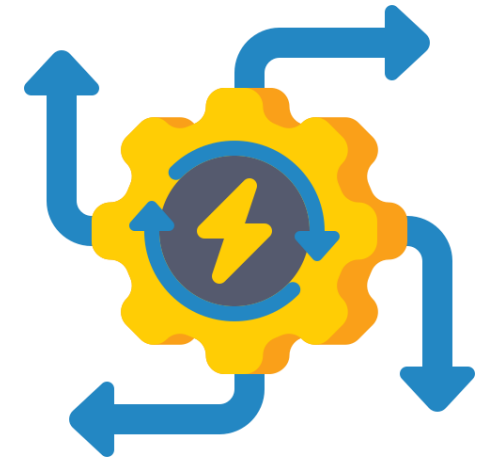
- Automation makes hardware or software do things automatically without human intervention
- Artificial intelligence is focused on decision-making
- Automation can occur with or without artificial intelligence. When you use AI, you're also using automation most of the time. The two technologies complement each other well
- Learn more about the differences between AI and automation, <https://bit.ly/3tT836Y>



# Artificial Intelligence Vs. Automation



|                                | Artificial Intelligence   | Automation  |
|--------------------------------|---|---|
| <b>Decision Making</b>         | AI makes a decision based on the learning from experience & information it receives.                          | Automation is like preset and self-running to perform specific tasks.               |
| <b>Purpose</b>                 | AI is a system that helps experts analyze situations and arrive at a particular conclusion.                   | Automation is a kind of machine programmed to carry out a routine job.              |
| <b>Repetition</b>              | AI is for non-repetitive tasks. Each task is separate and distinct from the other tasks.                      | While automation is for repetitive tasks based on commands and rules.               |
| <b>Learning and Changing</b>   | AI involves learning and evolving.  | Automation does not involve learning and evolving.                                  |
| <b>Interaction with Humans</b> | AI interacts with humans, and it learns from experience, compares situations, and then works according to it. | Automation can have no interaction with humans. It typically works on instructions. |



Learn more at  
<https://bit.ly/38xLJaZ>



# Automation Risks



- Missing, incomplete or duplicate transactions
- Errors in converting data from one format to another format
- Integrations that break without notification, resulting in lost time and poor service
- Routing data from one client/business into the wrong business's data folders
- Isolated errors leading team members to no longer trust the automation and run manual processes that go around the automation





# Robotic Process Automation (RPA)



## *Business Automation Through Users*

- Robotic process automation (RPA) is a form of business process automation technology based on metaphorical software robots (bots) or artificial intelligence (AI)/digital workers. It is sometimes referred to as software robotics (not to be confused with robot software)
- In traditional workflow automation tools, a software developer produces a list of actions to automate a task and interface to the back-end system using internal application programming interfaces (APIs) or dedicated scripting language
- In contrast, RPA systems develop the action list by watching the user perform that task in the application's graphical user interface (GUI) and then complete the automation



# When To Use A Bot



*Enhancing efficiency, client engagement, and brand presence*

- Client Interaction and Support
  - Data Entry and Processing
  - Bookkeeping and Record Keeping
  - Research and Analysis
  - Security and Compliance
  - Workflow Automation
  - Client Onboarding and Engagement
- Consider
    - Security
    - Quality Assurance
    - User Experience
    - Ethics and Transparency

# How To Create A Bot



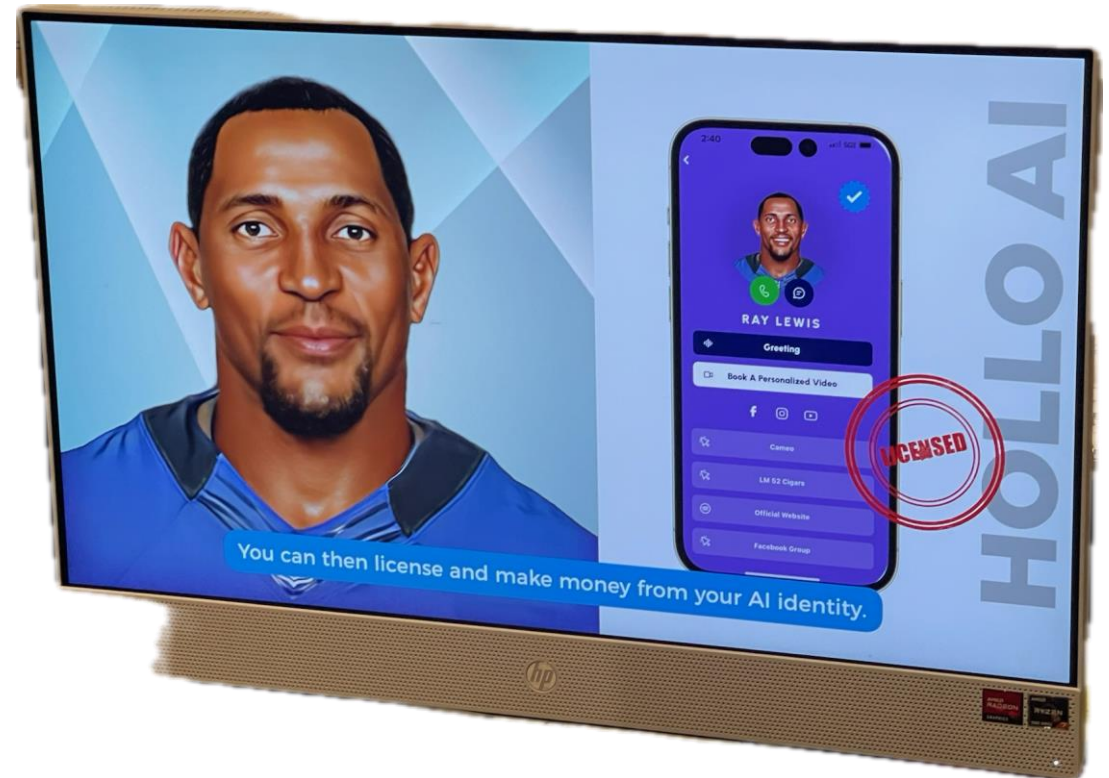
*There are a variety of approaches*

- Define the Purpose - Identify the problem you want the bot to solve. What are your business needs? Start from the business problem and build from there
  - Design the Conversation Flow
  - Choose a Platform - Decide on a platform for your bot. This could be a natural language understanding platform like Dialogflow, a chatbot building platform like Botpress, or a bot builder like Chordata or BotPenguin. [Comparative table of tools](#)
  - Create and Train the Bot
  - Test the Bot
  - Deploy the Bot
  - Track and Improve
- Consider
    - Purpose
    - Platform
    - Build
    - Improve

# AI-Powered Chatbot – Hollo.AI



- Create an avatar, which can be your real image, in less than one minute
- Supplemental information is retrieved from the web
- Clients can interact with your avatar using content from the AI's large language model



# When To Use RPA



*Automating repetitive tasks, and enhancing audit quality*

- Audit Evidence Collection and Preparation
  - Financial Reporting
  - Bookkeeping and Data Entry
  - Process Improvement
  - Security and Compliance Monitoring
  - Client Interaction and Support
- Consider
    - Process Assessment and Prioritization
    - Vendor Selection Challenges
    - Implementation Approach
    - Governance and Change Management

# How To Create An RPA



*There are a variety of approaches*

- Understand what RPA is - the use of software with AI and ML capabilities to handle high-volume, repetitive tasks that previously required humans to perform
  - Choose the right RPA tool - There are several RPA tools available in the market. One popular tool is [UiPath](#). [Microsoft Power Automate](#) is another option
  - Identify the processes for automation
  - Design the process
  - Develop & Test the RPA bot
  - Deploy the RPA bot
  - Monitor & Optimize
- Consider
    - Repetitive tasks
    - Platform
    - Select one process first
    - Optimize



# Key Steps – Process Automation



1. Process identification and documentation
2. Technology selection
3. Enterprise architecture planning
4. Implementation strategy –change management, user training
5. Monitoring and optimization

# Five RPA Tasks



*RPA is used in various ways by CPA firms*

- Execute preprogrammed audit tests in software applications like Excel or CaseWare IDEA
- Automate the generation of financial reports, including BS, IS, expenses, and tax reports
- Repetitive data entry in CAS
- AP processing
- Data entry in tax software from source documents
- Consider
  - Right processes
  - Start small
  - Establish governance
  - Plan change management



# Nine Automation Tasks



*Upskill Team Members, real-time, improving availability*

1. General ledger
  2. Accounts payable processing
  3. Payroll
  4. Period-end review processes
  5. Invoicing and accounts receivable
  6. Bill payments
  7. Expense Reports
  8. Bank, credit card, and debit card data
  9. Reporting
- Consider
    - Time savings
    - Improved margins
    - Better accuracy
    - Quicker turnaround times
    - Improved client service

# 6. Technology Cost Containment



- Only pick technologies that prove at least a 2x or more investment ROI
- Extending replacement cycles of hardware
- Standardization
- Even if you follow the “cloud (crowd),” you’ll have security and single sign-on to manage
- Variable costs usually mean higher costs
- Consider
  - Run your own numbers
  - Understand the power and politics of every deal

# 7. Relevance



- Train your team regularly
  - Ask for innovation from every team member
  - Ask clients what the firm can do for them
  - Implement real Advisory services
  - Expect quantum and mobile improvements
  - Follow SaaS developments on key platforms
- Consider
    - The cost of ignorance
    - The cost of laggards
    - Too much dependency on individuals

# 8. Service Line Innovation Choices



## Core Applications

- Audit
- Tax
- 1040 Workpaper (U.S.)
- CAS
- Practice Management
- Document Management
- Workflow

## Automation

- Portals
- Data Extraction
- Digital Plumbing
- Data Wrangling (ETL)
- Dashboards

# Service Line Software



- Cloud based engagement/trial balance/audit software
  - AICPA / CPA.com Dynamic Audit Solution (DAS)
  - Fieldguide
  - Inflo
  - Mindbridge
  - EBP audit platforms (i.e., Autire or AuditMiner)
- Tax
  - Income Tax Preparation Software-Is CCH still the most widely used? Yes
  - Use of technology in tax prep
- CAS & Advisory
- Family Office
- Portals

# Audit



## Mainstream

- CCH Axcess Engagement
- CCH Engagement
- Thomson Reuters AdvanceFlow
- Hg Capital CaseWare

## Up and Coming

- AuditMiner
- Audit Sight
- Autire
- Fieldguide
- Inflo
- Vanta

# Audit Support



## Mainstream

- CCH® ProSystem fx® Knowledge Coach
- Checkpoint Engage
- Data Snipper
- ProStaff
- Valid8 Financial
- Validis
- WSG Empire Suite

## Up and Coming

- ACL GRC
- ACL Robotics
- AuditBoard
- Dynamic Audit Solution
- HighBond by Galvanize
- M-Files

# Tax – U.S.



## Mainstream

- CCH Axcess Tax
- CCH ProSystem *fx*
- Thomson Reuters UltraTax CS
- Lacerte
- ProSeries
- Drake

## Up and Coming

- Corvee
- TaxPlanIQ
- ProConnect Tax
- April Tax
- Withdrawn
  - ONVIO Tax



# 1040 Workpaper – U.S.



## Mainstream

- CCH Axcess Scan & Autoflow
- Thomson Reuters SurePrep
- Drake Copanion GruntWorx

## Up and Coming

- No new contenders except Black Ore Tax Autopilot, but for business trial balance, Tallyfor

# CAS – Client Accounting Services



## Mainstream

- Intuit QuickBooks Online
- Xero
- Sage Intacct
- IRIS AccountantsWorld

## Up and Coming

- FreshBooks
- Zoho
- AccountingSuite (new name)
- Aplos (NFP)

# Advisory Platforms



## Mainstream

- Complete Advisory Solution
  - Primary
  - Secondary
  - Tertiary (Concierge)
  - New professionals effective
- List of 125 Advisory services

## Up and Coming

- 4ImpactData
- Aider
- SOBI Analytics

# Document Management



## Mainstream

- CCH Axcess Document/iFirm
- Thomson Reuters GoFileRoom
- Thomson Reuters FileCabinet CS
- IRIS Doc.It
- IRIS iChannel (EOL)
- SmartVault

## Up and Coming

- Lucion FileCenter
- Virtual Cabinet
- iManage Work

# Workflow Management



## Mainstream

- CCH Axcess Workflow
- CCH Axcess Workstream(?)
- Thomson Reuters FirmFlow
- IRIS Doc.It
- TPS Cloud Axis
- Used, but not really
  - CCH Practice Management
  - Practice CS

## Up and Coming

- Aero Workflow
- Jetpack Workflow
- Karbon

# 9. Outsourcing/Talent/Automation



## Outsourcing

- Determine your needs
- Contract carefully
- Start small and add

## Automation As A Cure

- Portals/PBC automation
- Tax Automation – Black Ore, Additive
- CAS automation – MakersHub, Botkeeper

TRANSFORMING  
Talent

Attract. Retain. Develop.



# PCPS Outsourcing for CPA Firms Toolkit

## Part of the PCPS Transform Your Business Model Resources

- ✓ Information, tools and resources to navigate complexities of outsourcing and offshoring
- ✓ Includes a review of various models with overviews, insights and situational guidance to identify best fit
- ✓ Outsourcing Best Practices
- ✓ Outsourcing Readiness Self-Assessment - What should ask ourselves before we get started?
- ✓ Due Diligence Checklist - What should I ask a potential vendor?
- ✓ Tax/Audit/CAS - Reporting and KPIs

# Some Outsourcing Considerations



- **Services** - Services offered by the provider
  - Accounting, bookkeeping, audit support, tax prep, payroll, liquidation
- **Turn Around Time (SLA)** - Time taken to deliver the services
  - Can be from 48 hours to 7 business days, but is likely to slip during peak times
- **Skills** - Skill possessed by the accountants
  - Client facing, proposals, RPA, communication, knowledge, application skills, technical review and fractional audit partners
- **Outsourcing**
  - **Onshoring** - Onshore outsourcing, typically in US or UK
- **Security** - Data and information security certification(s)
  - Physical controls, network controls, supervised workspace, work from home, SOC 1/SOC 2, ISO 27001, GDPR compliance
- **Location** - Locations/countries where they operate – common locations are the US, UK, Mexico, India, Canada, Philippines, Australia, and Eastern Europe



# Outsourcing: Services



Outsourcing companies offer many different types of services

- General data entry
- Tax data entry
- Workpaper preparation and reconciliations
- Client accounting services
- Payroll, payroll tax, and sales tax preparation
- Tax preparation with full workpapers
- Internal audit services
- Full CPA capabilities including client contact
- Technology services (hosting, programming, RPA)

# Outsourcing: Providers



- AssurancePrep
- AuditClub
- Datamatics
- Miles Education
- SAM
- SAPRO
- Taxfyle
- TOA
- QXAS
- WK/TR/IRIS

# Outsourcing - Security



- Look for many third-party audits and compliance statements
  - Rigorous third-party audits
    - SOC 2 Type II – on data center AND on company's operations
    - ISO 27001 - quality audit of information security management system
  - Compliance with stringent data security regulations
    - HIPAA/HITECH (healthcare and employee data, will sign BAAs)
    - FERPA (educational privacy – K-12 and colleges/universities)
    - Gramm-Leach-Bliley, PCI, and FTC Safeguards (financial services)
  - Compliance with stringent privacy regulations
    - GDPR (EU)
    - Privacy Act, PIPEDA (Canada)
    - CA consumer privacy act and emerging state privacy statutes

# Outsourcing - Security



- Two factor authentication required of all users at all times
- Offshore/remote employees use Citrix/remote desktop services and cannot download or print documents
- Hard drive encryption and business-grade IT environment
- Advanced security analytics and AI-based threat detection
- 24x7x365 monitoring and incident response
- Primary and secondary/failover data centers, Tier II or higher
- All traffic protected by encryption at all times

# IRS Direct File Pilot



- Handles federal-only filing of simple returns in 13 states:
  - States with no personal income tax: Alaska, Florida, New Hampshire, Nevada, South Dakota, Tennessee, Texas, Washington and Wyoming
  - Other states: The departments of revenue in Arizona, California, Massachusetts, New York and Washington will offer a free state filing option for qualifying taxpayers
- More details are available at [the IRS website](#)

# IRS Considering An Information Systems Security Management (ISSM) Contract



- Creation of a robust and overarching ISSM Vulnerability Compliance and Remediation Program
  1. Project Management Support
  2. Vulnerability Remediation and Compliance Program
  3. Vulnerability Remediation compliance Support
  4. Data taxonomy
  5. Asset Inventory
  6. Continuous Monitoring Reporting Program
  7. Training
  8. ISSM Security Measurement (Quantification) Program
  9. Transition Phase (Out-Labor Hours)



## 10. Major Publisher Updates

# **WHAT'S NEW WITH THOMSON REUTERS, WOLTERS KLUWER, INTUIT, IRIS, SAGE?**

# What's New With Thomson Reuters?



- Application Program Interfaces (APIs) available in products – but not in legacy CS apps
- Death of Onvio Tax in US, refocus on UltraTax CS
- Dave Wyle now running product management for TR Tax & Accounting
- During an investor call on 8/2/2023, when asked specifically about AI capital allocation strategy for Tax & Accounting ([link](#), pg. 13), he said:
  - Incorporate SurePrep's document and information ingesting process on the front end of a tax return
  - Use automation and technology to reduce the new staff needed in the profession
  - Help firms add advisory (no real info here)
  - CONCLUSION: No commitments on capital allocation to Tax & Accounting AI



# What's New With Thomson Reuters?



- SurePrep will launch auto-categorization capabilities using AI and ML within TaxCaddy
- Launching in 2024 “smart analysis” capability to find anomalies or high-risk transactions in Cloud Audit Suite (Formerly AdvanceFlow, now Engagement Manager)
  - Will streamline data ingestion, use AI to identify transactions, automate testing and confirmations
- Checkpoint Edge CoCounsel – generative AI that works with research
- Many OneSource announcements for enterprises
  - Orbitax Global Minimum Tax tool in ONESOURCE Tax Provision
  - ONESOURCE E-Invoicing compliance portal with pre-build ERP integrations
  - Product Classification and Mapping in ONESOURCE Global Trade

# Checkpoint Edge CoCounsel



- Launch of Checkpoint Edge with CoCounsel:
  - This is the first Thomson Reuters generative AI product for tax professionals. It uses Amazon Web Services (AWS) to deliver better, faster answers to complex tax research questions.
- Generative AI (GenAI) Assistant:
  - The enhanced solution delivers a GenAI assistant to tax professionals, enabling them to quickly get answers to complex research questions. This increases their efficiency and saves time.
- AI-Assisted Research:
  - With the AI-Assisted Research skill on Checkpoint Edge, the solution empowers tax professionals with trusted answers.
- Simplification of Tax Research:
  - The introduction of Checkpoint Edge with CoCounsel gives tax professionals the ability to leverage the transformative capabilities of AI-Assisted Research. Through dialogue with a GenAI assistant, tax professionals can simply ask a question in everyday language. The solution will provide a relevant answer with links to trusted Checkpoint Edge editorial content and source materials in moments.
- Increased Efficiency and Productivity:
  - According to the 2024 Generative AI in Professional Services report by Thomson Reuters, 77% of tax professionals think GenAI can be applied to professional work, with increased efficiency and productivity being rated the top reason it should be applied to tax work.

# CCH Announcements at Conference



- CCH Marketplace for integrated solutions
  - New vendors, including **AuditMiner**, **Abdo Compass**, **Finagraph**, and **Ignition** provide increased efficiency through native integrations and automation across tax, audit, and firm management workflows.
  - New service providers and consultants, including **Protection Plus**, **Rightworks**, **Eric Does Data**, and **Rare Karma** provide customers with robust, trusted options tailored to their professional needs.



# CCH Axcess is the Foundation for a Connected Firm



Optimize  
the firm



Elevate the  
professional



Enhance  
client service

## Insights & Advisory Services

Predictive Workflows

Context-Based Research

Firm Intelligence

## APIs & Marketplace Solutions



Tax



Audit



Firm Mgmt

CCH Axcess™ Common Core Database

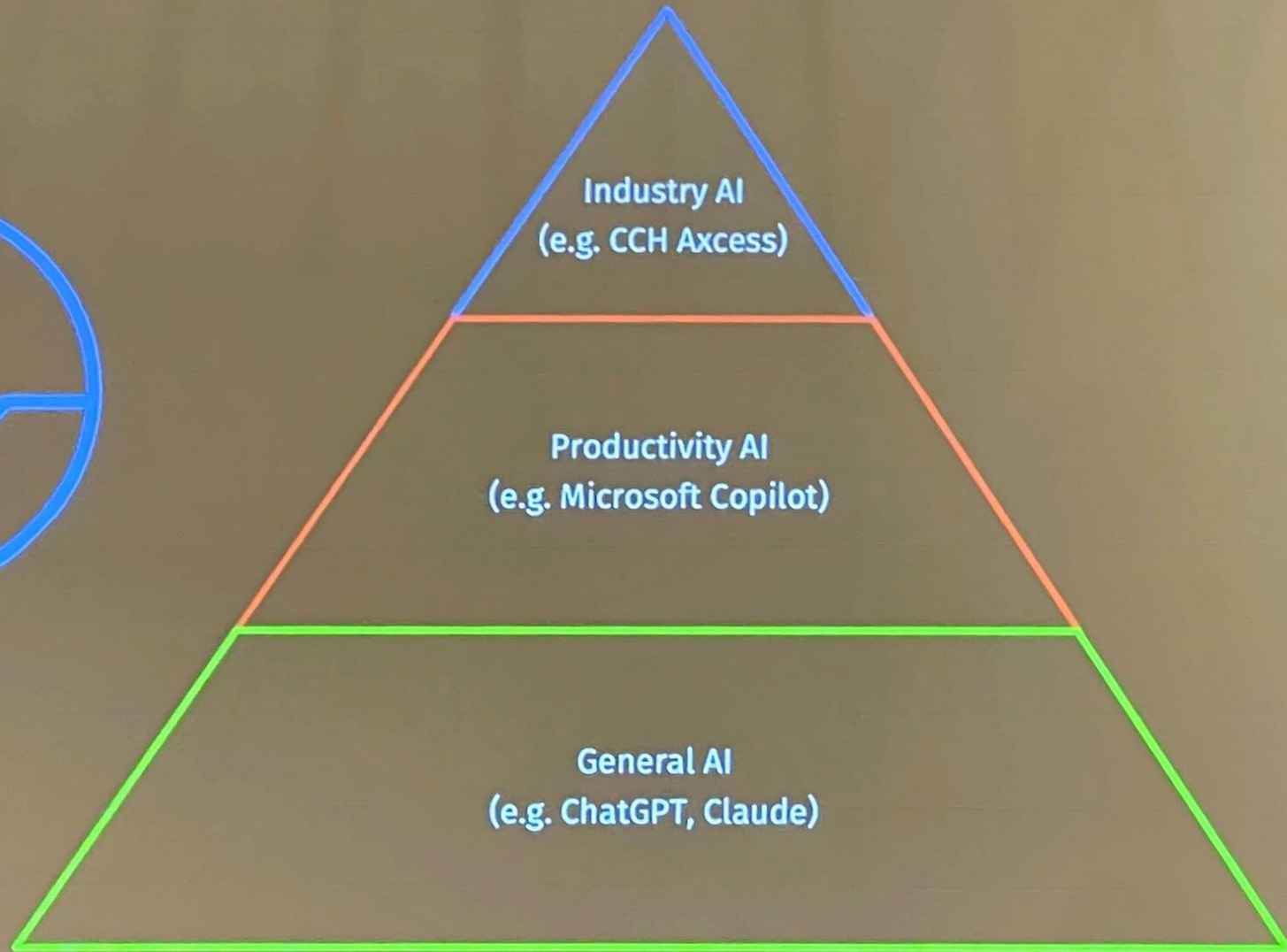
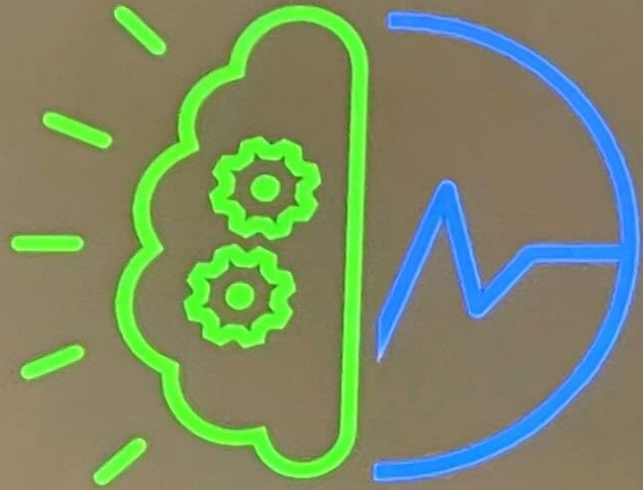
# CCH Announcements at Conference



- CCH Axxess Firm Intelligence
  - Brings across data from all CCH Axxess applications
  - Most examples are in active development as opposed to last year's proof of concept items
  - Use LLM's in Azure for some tasks (no training, no cross-pollinating)
    - Users can only see/retrieve items they are permitted to see through the user's CCH Axxess ACLs/groups – so it won't be able to surface information to which the person shouldn't have access
    - Architecture uses Azure pieces which seems to be similar to how Copilot for MS365 segments data for MS365 users (ingested, scanned, extracted, model purged)
  - Connecting CCH Axxess tasks as well as data from Axxess IQ



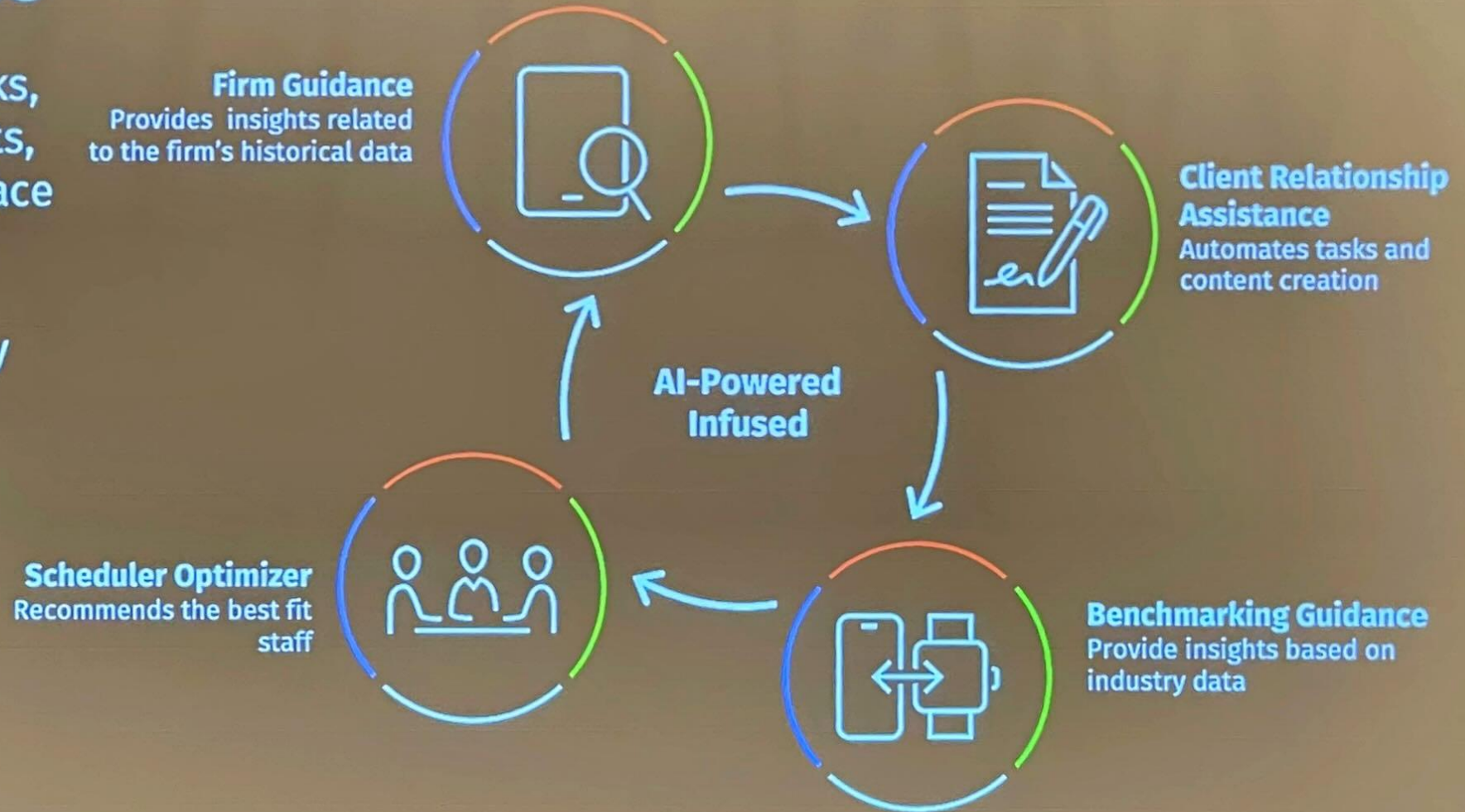
# How Can Generative AI be Applied in Firms?



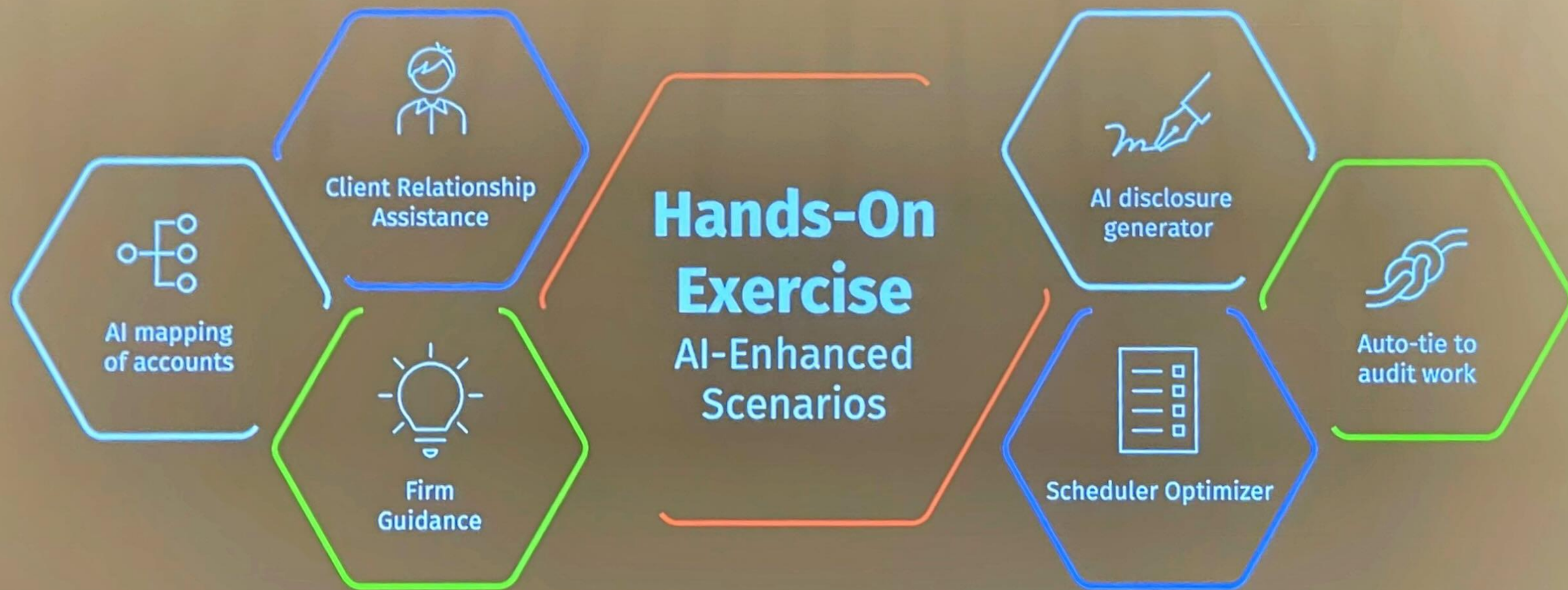
# CCH Axcess™

## Firm Intelligence

Provides automation of tasks, analytics, actionable insights, and a conversational interface during the user's workflow improving the firm's efficiencies and profitability





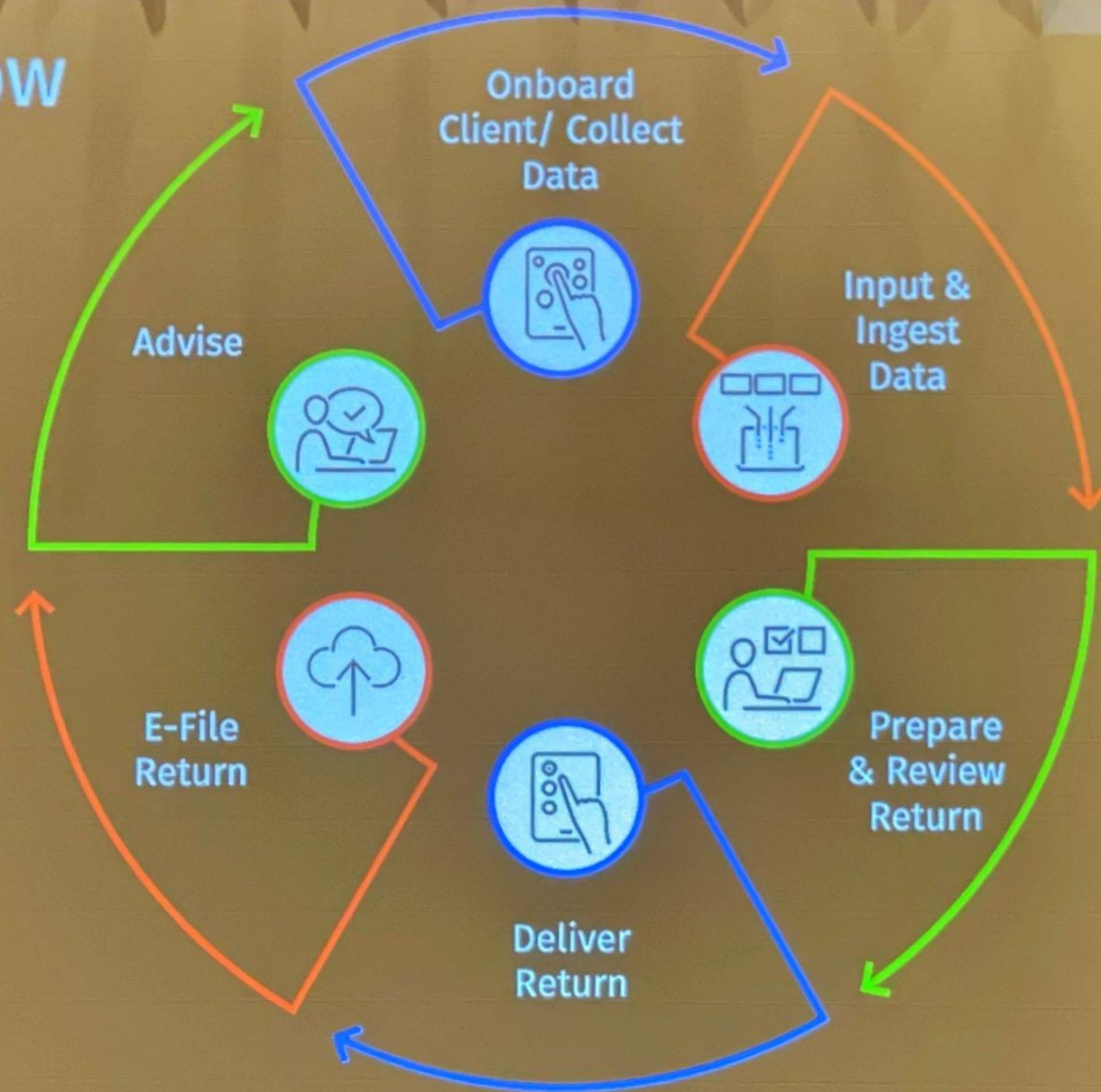


Visit the CCH Connections Showcase and explore more at the Innovation Station



### Introduction

# The Digital Tax Workflow



# CCH Announcements at Conference



- CCH Axxess Tax updates
  - AI-powered research integration with [CCH® AnswerConnect](#) for instant insights.
  - Advanced API capabilities for seamless data import.
  - Enhanced K-1 import functionality.
  - Updated 1042 electronic filing support.
  - A new streamlined solution for reporting mandates - [CCH Axxess™ Beneficial Ownership](#).
  - Improved consolidation features for better control over electronic filing.

# CCH Announcements at Conference



- CCH Axxess Firm Management updates
  - AI-enabled optical character recognition (OCR) verification in CCH® ProSystem fx® Scan with AutoFlow Technology to reduce review time.
  - Migration tools for CCH Axxess™ Workflow, providing new scheduling, APIs, and analytics capabilities.
  - Expansion of Xpitax® outsourcing services with the introduction of new Xpitax® BOI Outsourcing Services and tax conversion services.

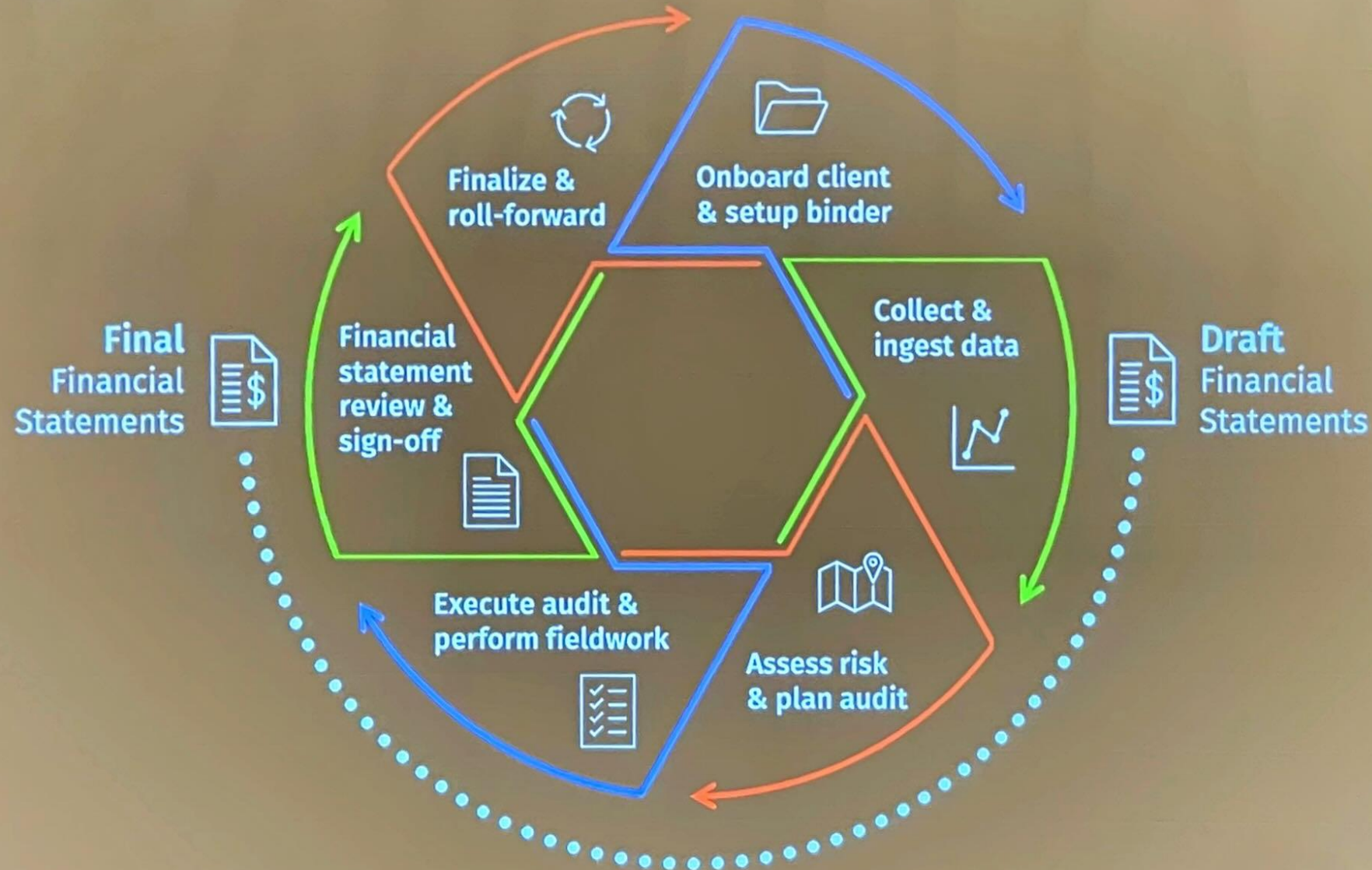


# CCH Announcements at Conference



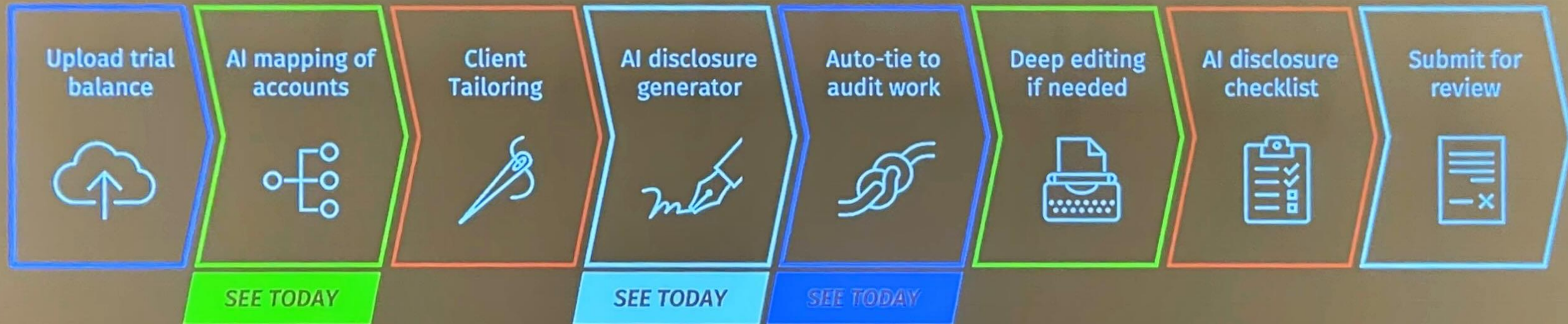
- CCH Axcess Firm Management updates
  - Updated with enhanced tools within CCH Axcess™ Client Collaboration, including new integrations with CCH Axcess™ Document and expanded invoicing, notes, and two-way messaging features in the Taxpayer Mobile App, delivering faster and more efficient professional operations.
  - Upcoming, next-generation browser-based reports manager promising streamlined processes and enhanced performance.
  - Improved billing features within CCH Axcess™ Practice with project-based billing anticipated by 2025.

# The Digital Audit Workflow





# Automated Financial Statements Workflow



See the end-to-end workflow in the innovation station

# CCH Announcements at Conference



- CCH Axcess Audit updates
  - Multi-user support ensuring collaborative and concurrent work.
  - Automated ratio analysis to better tailor engagements to entity complexity.
  - Contextual guidance to enhance the knowledge of junior staff.
  - Expansion of CCH Axcess Validate to bring in bank statements for fully automated bank confirmation processes.
  - Enhanced accuracy and risk reduction through the elimination of manual, time-consuming methods.



# CCH Announcements at Conference



- CCH Axcess Audit updates
  - A modern user interface for a more intuitive experience.
  - Increased automation for efficiency and reduced errors.
  - Robust trial balance reports for comprehensive financial oversight.
  - Highly customizable templates to fit varying auditing requirements.
  - Micro-learning tutorials offering an integrated learning experience for auditors.

# What's new highlights

Source: CCH User Conference 2024



## November 2023

- More flexibility on trial balance report layouts
- Trial balance views for interim and consolidated engagements
- Roll forward monthly and consolidated tax engagements
- Export trial balance
- Upload unlimited workpapers and larger files
- Firm settings for engagement types and firm options

## May 2024

- Engagement templates – create templates, create engagement from template
- Annotations (workpaper references, tickmarks, comments) across trial balance, lead sheets and summary reports
- Trial balance reports – select columns and add variance columns
- Many enhancements to single-tier consolidations
- Create multi-tier consolidations
- Export trial balance views
- Copy monthly engagements
- Change module on copy/roll-forward

## August 2024

- New data ingestion experience for trial balance data with much more flexibility and automated validations
- Ratio analysis report including standard ratios and ability to create custom ratios
- Add remarks to trial balance reports
- Many enhancements to single- and multi-tier consolidations
- Custom TB report columns for monthly engagements
- Edit current year balances for monthly engagements
- Filter on trial balance
- New administrator permissions

## November 2024

- Notes summary dashboard
- Sign-off summary dashboard
- Drag and drop workpapers into engagement view folder
- Import multiple prior-year trial balances at once
- Roll forward multi-tier consolidations
- TB report column options for consolidations
- Annotations on consolidated engagements
- Update engagement templates for new tax groups
- Ratio analysis for new engagements and consolidations
- Set STT and M-3 journals at sub-group level
- Support for up to 10,000 trial balance accounts
- Add completed Knowledge Coach content from another engagement



# Roadmap for CCH Axxess Engagement – from CCHUC 2024

## Coming soon (through 1H 2025, many in development) **Coming after** (Late 2025-2026)

- |   |   |  |  |
|---|---|--|--|
| <ul style="list-style-type: none"><li>• Categorization and assignment of notes</li><li>• Preliminary / planning balance support</li><li>• Separation of audit and tax work with linked trial balance</li><li>• Support for quarterly engagements</li><li>• OLE Link support for Word and Excel</li><li>• TB Links for monthly and quarterly engagements</li><li>• Workpaper search</li><li>• Multiple account delete in TB</li><li>• Increased group/subgroup limits</li><li>• Binder management APIs</li><li>• Trial balance data lake support</li></ul> | <ul style="list-style-type: none"><li>• Materiality calculation automation based on Trial Balance</li><li>• Auto-tailoring of audit areas based on Trial Balance</li><li>• Mapping of KC Audit areas to TB groups</li><li>• Finalization</li><li>• Fund trial balance</li><li>• Enhanced workpaper upload</li><li>• Workpaper management APIs</li><li>• Engagement creation APIs</li><li>• Migration of quarterly, monthly and multi-tier consolidated engagements from ProSystem fx Engagement</li></ul> | <ul style="list-style-type: none"><li>• AI CoPilots for Audit</li><li>• New automated financial statement creation tool</li><li>• Data management screen</li><li>• General Ledger import and data validation</li><li>• General Ledger analytics</li><li>• Ratio analysis with visualization</li><li>• Knowledge Coach diagnostics dashboard</li><li>• Freeze Trial Balance reports</li><li>• Direct editing of prior year balances</li><li>• Dynamic journal entry reports</li><li>• Workpaper management APIs</li><li>• Trial balance APIs</li><li>• Workpaper references in Word and Excel</li><li>• Migration of fund binders</li></ul> | <ul style="list-style-type: none"><li>• Engagement overview dashboard</li><li>• Trend and account flow data analytics</li><li>• Drill down from lead sheets and TB to General Ledger transactions</li><li>• Enhanced integration with CCH Axxess Tax</li><li>• Engagement templates for consolidated engagements</li><li>• Multiple grouping lists for new engagements</li><li>• Workpaper placeholders</li><li>• Migration from ProSystem fx Knowledge Coach</li><li>• Sample size calculation in CCH Axxess Knowledge Coach</li><li>• Risk Library</li></ul> |
|---|---|--|--|

*This product roadmap is for informational purposes only and may change. It does not guarantee the delivery of any features or functionality. We reserve the right to modify, delay, or cancel any plans without notice.*

# CCH – BOI Reporting



- Application is available from CCH at this time
- CCH speaker reported that some malpractice carriers are covering this activity, others are not – so check with yours
  - They cited AON and CAMICO as two that have products available which include BOI coverage
- Deadline for BOI reporting is very close, penalties for late reporting are \$500/day(!)
- Xpitax will offer outsourced prep/filing of these reports
- BOI resources available – see release at [cpate.ch/cchboi2](https://cpate.ch/cchboi2)





- AI-Enabled Solutions:
  - Wolters Kluwer Tax & Accounting (TAA) is readying new AI-based tax and accounting solutions. They are leveraging advanced, proprietary technologies that incorporate AI and GenAI. These technologies will equip tax and accounting professionals with the efficiency, information, and insights needed to drive value for their clients.
- GenAI Features in CCH® AnswerConnect:
  - TAA will launch GenAI features within CCH® AnswerConnect. These features generate responses through an interactive Q&A function, enriching the search experience for customers with relevant and timely intelligence. The new GenAI search functionality queries trusted sources within Wolters Kluwer content, helping customers when preparing tax returns and identifying tax planning opportunities.
- Advanced Virtual Agent:
  - TAA will release new GenAI capabilities within its proprietary advanced virtual agent to enhance the customer support experience. With this new release, customers will benefit from GenAI enhancements that understand questions asked and will answer in everyday language, getting them to the right answer faster. Further improvements increase the capacity for customer support agents, including creating case summaries and developing knowledge-based articles.
- These improvements are part of their innovation strategy centered on firm intelligence



# Introducing WorkLESS Papers



# Zoho Debuts IOT platform



- Targeted at enterprises, others in connected OEM, Smart Building Energy Management, Industrial IOT, and Remote Monitoring Verticals
- Offers pro-code tools for developers as well as low-code/no-code capabilities to simplify adoption
- <https://www.zoho.com/iot/>

## Zoho Launches Customizable Low-Code IoT Platform with Pre-built Vertical Solutions to Enhance Business Efficiency and Improve Customer Experience

*Scalable support for Industrial IoT, Smart Buildings, Remote Monitoring, and Connected OEM (Original Equipment Manufacturer) verticals*

September 25, 2024 02:30 AM Eastern Daylight Time

AUSTIN, Texas--(BUSINESS WIRE)--Zoho Corporation, a global technology company, today announced the launch of Zoho IoT, a user-friendly and scalable low-code platform enabling businesses to build and deploy custom IoT (Internet of Things) solutions. Zoho IoT provides businesses with intelligent insights and streamlined operational analysis through seamless collection and management of IoT device data in real time. The platform's intuitive features empower organizations to automate processes and make data-driven decisions effortlessly, without the need for extensive technical expertise.

"Leveraging Zoho's low-code and AI features, customers can develop customized digital twin solutions for complex environments like factories and office buildings, unlocking cost savings and business agility."

Zoho IoT provides industry-specific solutions that can either function as pre-built solutions or can be customized to integrate with other infrastructure to meet the unique needs of customers. Its compatibility with third-party hardware ensures seamless integration into existing systems, allowing businesses to scale rapidly. The platform is built with robust security measures, ensuring data privacy and compliance with global standards.

Press Release: <https://cpate.ch/zhiot>

# Intuit Debuts Mid-Market Suite



- Intuit Enterprise Suite (mid-market, not SAP-sized “enterprise”)
- Offering includes an integrated suite of solutions
  - QuickBooks Online Advanced (with AI, multi-dimensional/multi-entity accounting/reporting, revenue recognition, and project mgt.)
  - Payroll/HR/Workers Comp from QuickBooks, Mineral, and NEXT Insurance
  - Health insurance from Allstate and 401(k) plans from Guideline
  - Bill Pay using QuickBooks
  - Mailchimp, optional SMS marketing tools
  - 850 other integrations
  - No-cost migration for QB Desktop and QB Enterprise customers



# ~~Intuit~~ (TurboTax Live) Wants Your Rejects

- Intuit e-mail from 10/24/2024:
  - *“Intuit’s new Client Referral Program makes letting go of clients who no longer align with your business goals easy for you, seamless for them, and rewarding for both of you.”*
    - *“Step 1: Tell us about your business and the clients you want to offboard.”*
    - *“Step 2: We'll identify new tax pros, based on each of your client’s needs.”*
    - *“Step 3: You and your clients connect with a new pro, and you get paid!”*
    - *“When your client completes their engagement with their new tax pro, you get 50% of the fee paid, and your client gets a \$25 gift card, on us.”*

INTUIT Accountants

Ready to grow?  
It might be time to let go

It happens to the best of us: Your business has outgrown some of your clients, and it can be hard to say goodbye. But letting go of select clients can free you up to focus on your own goals and grow faster than ever.

Intuit's new [Client Referral Program](#) makes letting go of clients who no longer align with your business goals easy for you, seamless for them, and rewarding for both of you.

**Step 1:** Tell us about your business and the clients you want to offboard.



Whether you want to offboard 5 clients or 50, getting to know your business and your client needs will help us create ideal matches.

**Step 2:** We'll identify new tax pros, based on each of your client's needs.



This isn't a one-size-fits-all approach. Our team will carefully match your clients to experienced, independent tax professionals.

**Step 3:** You and your clients connect with a new pro, and you get paid!



When your client completes their engagement with their new tax pro, you get 50% of the fee paid, and your client gets a \$25 gift card, on us.

# ~~Intuit~~ (TurboTax Live) Wants Your Rejects



- Concerns for CPAs with this program:
  1. Commissions require disclosure to clients, and require careful compliance to avoid sanctions from IRS or state boards.
  2. Not sure you can tell a buyer enough for them to make a referral decision without a §7216 acknowledgement and/or written permission to disclose such information
  3. 50% seems like a low commission percentage for a client transfer
  4. Others?



Adobe Acrobat  
Document

# What's New With Intuit?



- QBO Advanced Modern View Reports are migrating to default and users will not be able to use the previous version ([ERP Global Insights](#))
- QBD Pro and Premier (desktop versions) will not be sold to new customers after September 30, ~~July 31~~, 2024 ([Intuit](#) / [Woodard Report](#))
  - While current users will be able to renew, this sets the stage for the non-Enterprise desktop QB to be discontinued sooner than expected
- Intuit's TurboTax has been censured by the FTC and told to "cease and desist" from using the word "free" without disclosing eligibility in a "clear and concise" manner
  - FTC found that "Intuit was aware that its ads may be deceiving taxpayers but it continued disseminating those ads anyway" ... even though "Intuit restricted who was eligible for free filing such that two-thirds of taxpayers did not qualify." (FTC order/Docket 9408 9/6/2023 p. 85)
- Intuit Enterprise Suite (QBO with Project Accounting, Dimensions)

# Discontinued QuickBooks Desktop



- After September 30, 2024, Intuit will no longer sell new subscriptions to the following Desktop products in the US:
  - QuickBooks Desktop Pro Plus
  - QuickBooks Desktop Premier Plus
  - QuickBooks Desktop Mac Plus
  - QuickBooks Desktop Enhanced Payroll
- Subscribers can continue to renew their subscription after September 30
- All QuickBooks Desktop Enterprise subscriptions (Silver, Gold, Platinum, and Diamond) will continue to be available for purchase
- Starting on January 8, 2024, the fee for each direct deposit paid through QuickBooks Desktop Payroll increased to \$4

# What's New With Intuit?



- Intuit Assist - Gen AI financial assistant
  - Answer questions to help small businesses understand their data
  - Insights and recommendations
  - Automate tasks to save time
  - More comprehensive analytics to help clients know/manage their business
- [List of new features](#) in Intuit's ProTax Offerings

# What's New With Intuit?



- Scaling Up QBO/Payroll
  - QBO Advanced - adding features - FA, Rev Rec, EST vs. Actuals, bulk upload & edit
  - Plug-in for Google Sheets
  - QB Payroll ==> Workforce
  - Employee document center
  - Job Costing - multiple classes, splitting/allocating
  - Benefits - Health, Retirement - Allstate - Group and Healthcare plans
  - Role based permissions expanded for
  - QBO look and feel more like QBD
  - Map payroll to COA
  - Migration Tool - more data moving, works for more clients - competes with QSPs
  - QuickBooks Ledger - Formats QBO data for tax return sync

# What's New In ProAdvisor?



- New point earning opportunities and tier thresholds
- New benefits, including exclusive discounts, event access, and firm growth consultation
- Premium customer care for Gold tier ProAdvisors and above
- Addition of ProConnect Tax Online and Intuit Tax Advisor training and discounts
- Increased Mailchimp discount on the Standard Plan
- New accountant-approved app recommendations
- Advanced QuickBooks Online and QuickBooks Online Payroll Certifications = 200 points each
- QuickBooks Online certification = 100 points
- Active QuickBooks Online Advanced, QuickBooks Payroll Elite, QuickBooks Payments, and QuickBooks Bill Pay (Elite) client subscriptions = 75 points each
- Active QuickBooks Online, QuickBooks Online Payroll, and QuickBooks Bill Pay (Premium) client subscriptions = 50 points each

# What's New With IRIS?



- [IRIS Firm Management](#) announced as a “new product” on 11/15/2023
- IRIS [partners with QuickFee](#) on 10/23/23 for pay over time offers to clients of accounting firms
- IRIS to expand global HR consultancy offerings to the Americas ([release](#))
- IRIS Outsourcing [offers](#) bookkeeping, management accounting, payroll processing, financial statements and taxation solutions to close the industry talent gap
- AccountantsWorld Payroll Relief has an [integration](#) with The Work Number from Equifax to verify income of client employees
- Doc.It and iChannel will be merged into a single platform



# What's New With IRIS?



- IRIS acquired Swipeclock in 2024, an SMB timekeeping tool
- Still very UK-focused, haven't heard much from US folks, so don't have many updates
- Have reached out to an IRIS product management person, will continue pursuing updates until the call

# What's New With Hg Capital?



- IRIS Software Group sold “co-controlling share” to LGP, a Los Angeles-based private equity firm, valuing business at £3.15Bn (\$4B USD)
- CaseWare – Expanding Cloud with AICPA Dynamic Audit Solution
- Dext – new eCommerce capabilities in addition to Prepare (Receipt Bank)
- Prophix
- Insightsoftware
- Sovos (acquired Aatrix Software in early 2024)
- Visma Cybersecurity

# What's New With Liscio?



- Requests
  - Build any workflow from a single authoring tool (e.g., onboarding, questionnaires, tax organizers, close checklists, tax checklists, etc.)
  - Includes a progress bar which shows how much client has entered to date in real time
- Business Texting – two-way texting in a single platform
- Email integration – works with Gmail and Outlook
- Timeline
  - Single screen dashboard for each account
  - Shows all texts, emails, secure messages, file uploads, signatures, and requests with the progress bar by contact and account
- Mobile apps and mobile web

# Direct Cost Comparison



| Paper Organizers |                         | Liscio Organizers         |                |
|------------------|-------------------------|---------------------------|----------------|
| Paper            | \$ 0.50                 | Tailored questions        | ✓              |
| Toner            | \$ 1.00                 | Easy to use               | ✓              |
| Envelopes        | \$ 0.20                 | Mobile App                | ✓              |
| Mailing          | \$ 3.00                 | Mobile Web                | ✓              |
| Return postage   | \$ 3.00                 | Mobile scanner            | ✓              |
| Direct cost      | \$ 7.70                 | See progress in real time | ✓              |
| Labor            | \$2.00-\$4.00           | Collaborate with client   | ✓              |
|                  |                         | Highest response rate     | ✓              |
| Total:           | <b>\$9.70 - \$11.70</b> |                           | <b>\$ 4.00</b> |

# What's New With Sage?



- Sage Intacct adds construction support
- Sage HR integration with US/CAN versions of Sage 50
- Acquired Bridgetown Software, maker of the [BidMatrix construction bid analysis tool](#) (Jan 2024)
- Sage Intacct Transform Announcements
  - New Menu (waffle iron)
  - Advanced ownership consolidations
  - Fixed assets
  - AP
  - Microsoft Copilot integration
  - Fundraising from DonorPerfect
    - Grantmaking
    - Donor advised funds
  - Estimating and BidMatrix expands Sage Construction module
  - Enhanced import
  - 40% automation growth, 9M timesheets, 1B API calls, 183M daily transactions, 43M customization events
  - AI predictions

# What's New With Sage?



- Sage acquires Anvyl to enhance supply chain technology solutions and infineo for reporting/BI capabilities
- Sage Transform not to be held in November this year as previously announced, will be the week of June 2, 2025, at Atlanta World Congress Center
- Ed Kless no longer with Sage, now running MetaConsulting Academy ([MetaConsultingAcademy.com](https://MetaConsultingAcademy.com))
  - Brian attended one of their inaugural events earlier this year and thought it was a good program

# What's New With Major Suppliers?



- Cloud.com pricing strategies for ShareFile/Citrix change value
- Microsoft adds AI with Copilot at \$20 or \$30/user
- NetSuite announced that it has 37,000 customers, up from 28,000 in 2021



# Summary



- Radical changes in public practice software is imminent
- Accountants that use AI will outperform those that don't
- Best of Breed vs. one suite requires integration and security
- Training for your team with a client-centric focus is mandatory

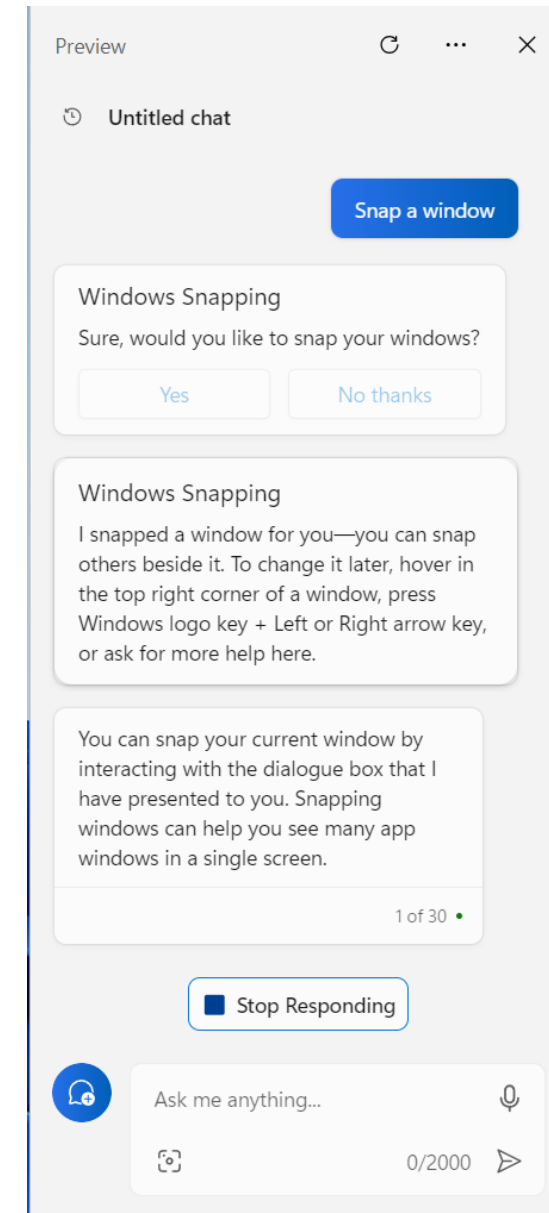
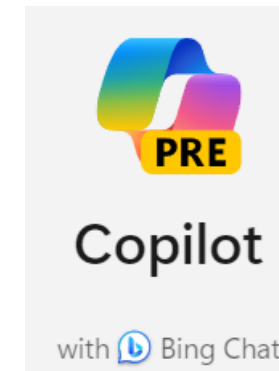


Changes in Security, Server Operating Systems, Windows, and  
Microsoft Office

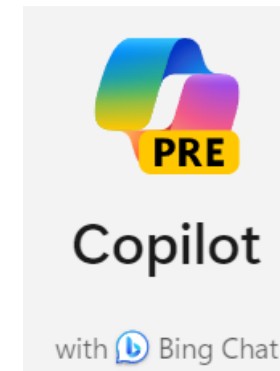
# **MICROSOFT UPDATES**

# Windows Copilot In Win 11

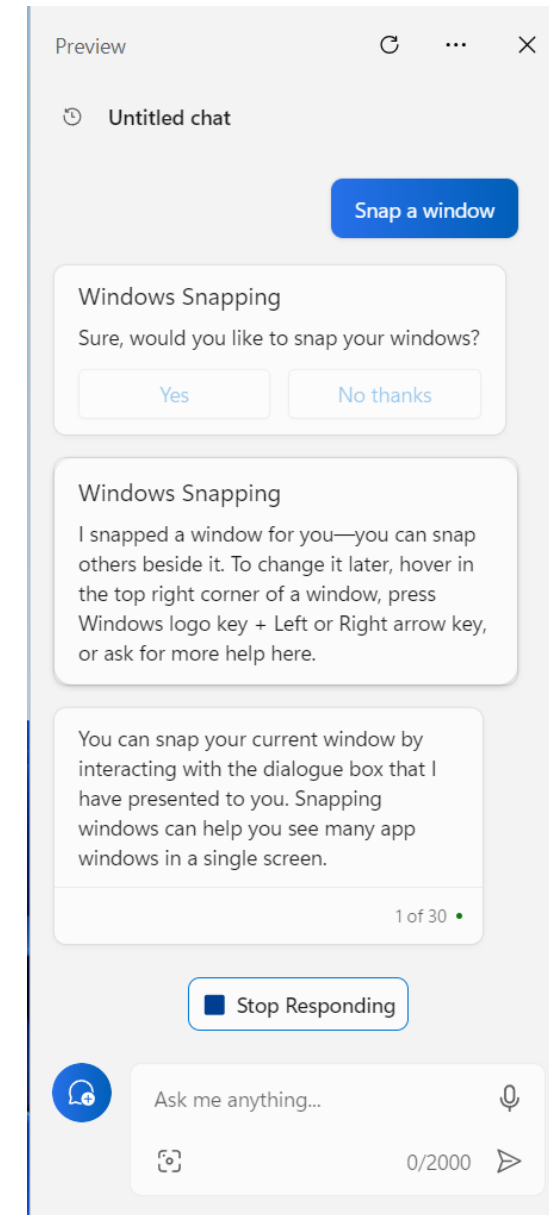
- Think of it as a Bing integration
- Can do many Windows operations in its chat interface
  - Adjust setting like volume, dark mode, or do not disturb
  - Organize windows with snap assist
  - Perform web searches
  - Find documents or files on your PC
  - Launch apps and start new documents
  - Troubleshoot technical issues like audio problems, driver issues, or running diagnostics
  - Set reminders



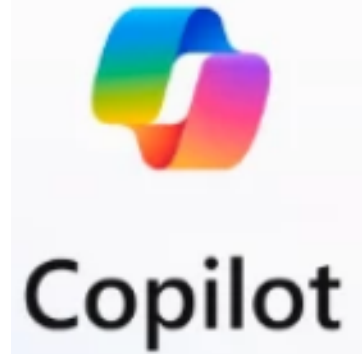
# Windows Copilot In Win 11



- Can be used with voice commands
  - No wake word (e.g. “Alexa”, “Siri”, “Cortana”) for prefacing voice commands – so you must manually trigger the audio input
- Text inputs are limited to 2,000 characters
- Cannot control apps which are not integrated with Copilot
- Limited to 30 questions per session
- Integrated with Edge and in a separate app from the Microsoft Store

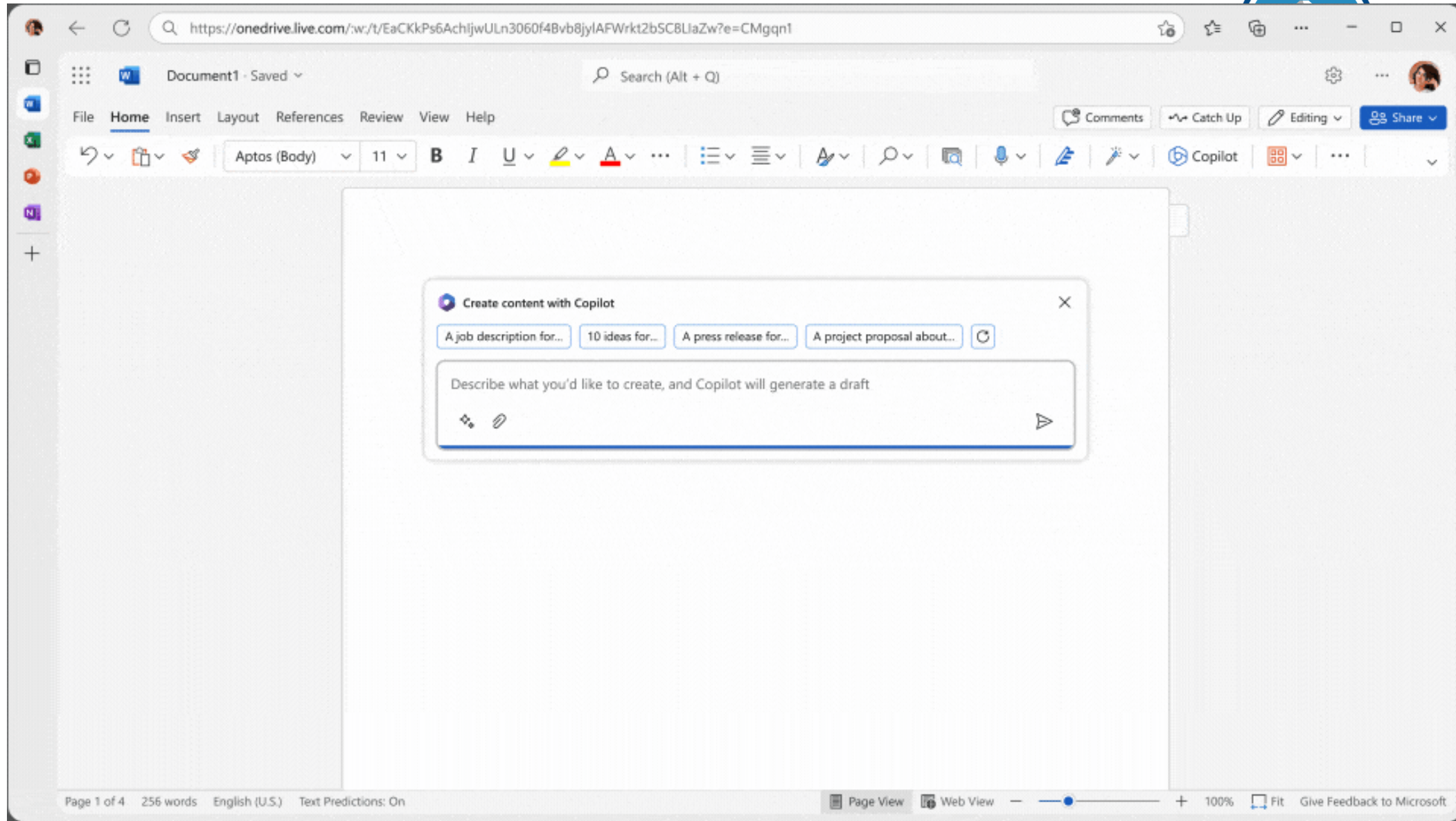


# Microsoft 365 Copilot: What We Know



- Adds generative AI to Microsoft Office
- Available to Enterprise Customers with 300+ users starting in early November 2023, must be on Current Channel release of Office 365
- Privacy will be the issue with which we must contend, as this tool learns from your data and has been seen to have some leaks
- Is a **\$30/user/mo add-on** for Microsoft 365 E3/E5 (note that this is the \$36 MS 365 E3, not the \$22 Office 365 E3 SKU used by many)
- There is a less capable product called “Bing Chat Enterprise” which is include with Microsoft 365 E3, E5, Business Premium and will be a \$5/mo add-on for other plans

# Microsoft 365 Copilot For Word





# Microsoft 365 Copilot For Excel

Q1 Performance • Saved

Search

File Home Insert Formulas Data Review View Automate Help

Aptos (Body) 11 B General

A1 Country

|    | A         | B                       | C                               | D             | E          | F                   | G          | H           | I         | J           | K     |
|----|-----------|-------------------------|---------------------------------|---------------|------------|---------------------|------------|-------------|-----------|-------------|-------|
| 1  | Country   | Customer                | Product                         | Discount Band | Units Sold | Manufacturing Price | Sale Price | Gross Sales | Discounts | Sales       | COGS  |
| 2  | France    | VanArsdel               | Biodegradable Cleaning Products | Low           | 4345       | \$10                | \$352      | \$1,529,440 | \$15,294  | \$1,514,146 | \$    |
| 3  | USA       | VanArsdel               | Biodegradable Cleaning Products | Low           | 4245       | \$10                | \$352      | \$1,494,240 | \$14,942  | \$1,479,298 | \$    |
| 4  | Australia | VanArsdel               | Biodegradable Cleaning Products | None          | 4124       | \$10                | \$352      | \$1,451,648 | \$0       | \$1,451,648 | \$    |
| 5  | Mexico    | VanArsdel               | Biodegradable Cleaning Products | Medium        | 3954       | \$10                | \$352      | \$1,391,808 | \$83,508  | \$1,308,300 | \$    |
| 6  | France    | Contoso Pharmaceuticals | Biodegradable Cleaning Products | Low           | 4952       | \$10                | \$127      | \$628,904   | \$6,289   | \$622,615   | \$    |
| 7  | France    | Contoso Pharmaceuticals | Recycled Can                    | Low           | 4903       | \$5                 | \$127      | \$622,681   | \$6,227   | \$616,454   | \$20  |
| 8  | Canada    | Proseware               | Natural Personal Care Products  | Low           | 1954       | \$270               | \$302      | \$590,108   | \$5,901   | \$584,207   | \$584 |
| 9  | Canada    | Proseware               | Biodegradable Cleaning Products | High          | 1990       | \$220               | \$302      | \$600,980   | \$84,137  | \$516,843   | \$48  |
| 10 | USA       | VanArsdel               | Compostable Food Packaging      | Low           | 1254       | \$3                 | \$380      | \$476,520   | \$4,765   | \$471,755   | \$    |
| 11 | USA       | Proseware               | Natural Personal Care Products  | Medium        | 1465       | \$224               | \$302      | \$442,430   | \$26,546  | \$415,884   | \$364 |
| 12 | USA       | Proseware               | Sustainable Snack Packaging     | Medium        | 1410       | \$120               | \$302      | \$425,820   | \$25,549  | \$400,271   | \$184 |
| 13 | Australia | Proseware               | Natural Personal Care Products  | Medium        | 1369       | \$224               | \$302      | \$413,438   | \$24,806  | \$388,632   | \$332 |
| 14 | USA       | VanArsdel               | Compostable Food Packaging      | Medium        | 1052       | \$3                 | \$380      | \$399,760   | \$23,986  | \$375,774   | \$    |
| 15 | Canada    | VanArsdel               | Compostable Food Packaging      | Low           | 980        | \$312               | \$380      | \$372,400   | \$3,724   | \$368,676   | \$368 |
| 16 | Australia | Proseware               | Sustainable Snack Packaging     | Medium        | 1298       | \$120               | \$302      | \$391,996   | \$23,520  | \$368,476   | \$176 |
| 17 | Australia | VanArsdel               | Compostable Food Packaging      | None          | 954        | \$3                 | \$380      | \$362,520   | \$0       | \$362,520   | \$    |
| 18 | Canada    | Contoso Pharmaceuticals | Biodegradable Cleaning Products | Low           | 2785       | \$110               | \$127      | \$353,695   | \$3,537   | \$350,158   | \$350 |

Calculation Mode: Automatic General Workbook Statistics

Give Feedback to Microsoft 100%



# Copilot And Python In Excel




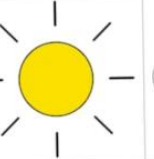
MICROSOFT 365

## Copilot in Excel

AutoSave On WeatherForecast.xlsx Confidential Saved

File Home Insert Formulas Data Review View

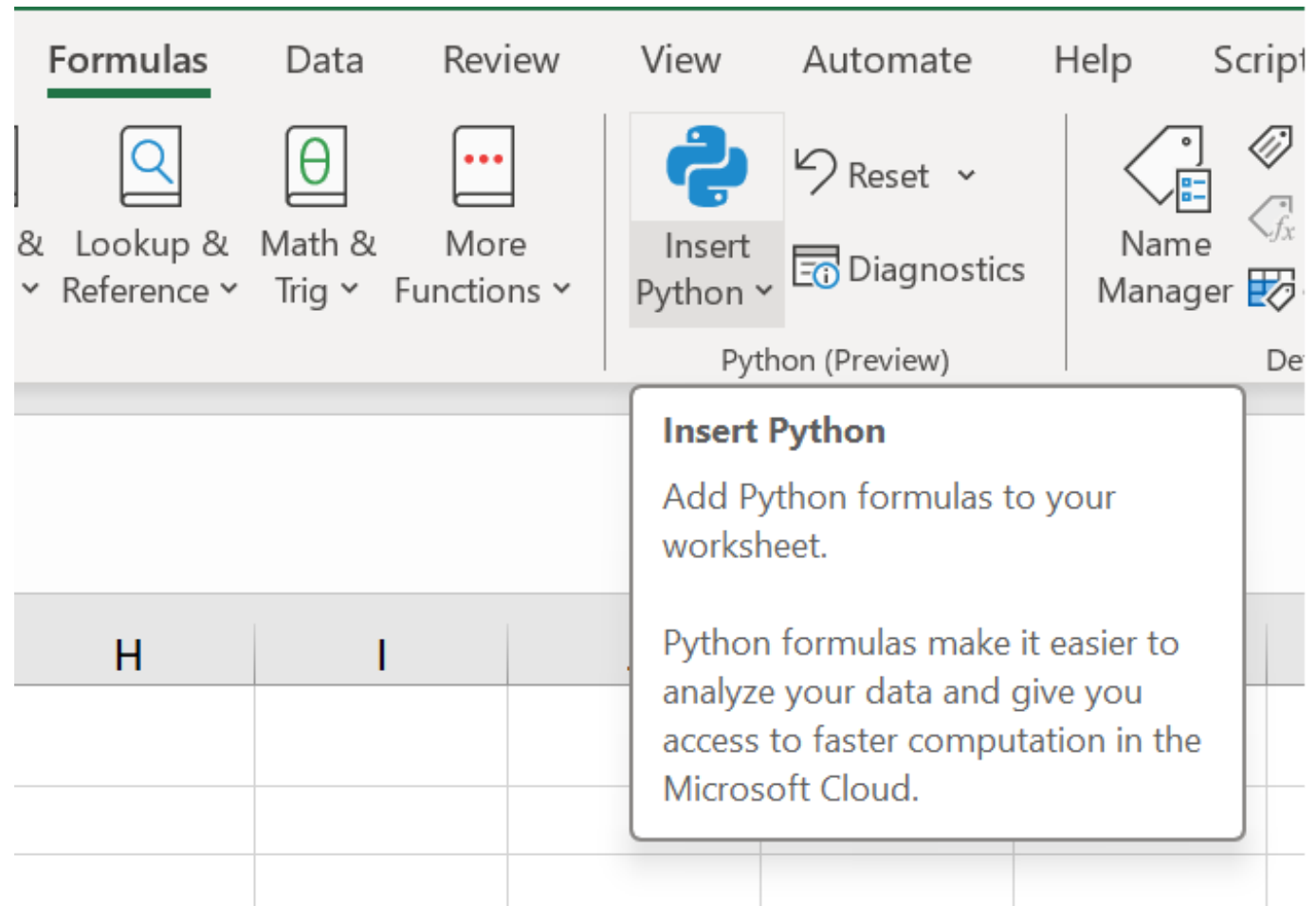
B7 PY # Create a DataFrame of the weather forecast results  
forecast\_df = pd.DataFrame({  
    'Weekday': [(datetime.now() + timedelta(days=day)).strftime('%A') for day in range(len(predicted\_weather\_forecast))],  
    'Weather Forecast': predicted\_weather\_conditions  
})

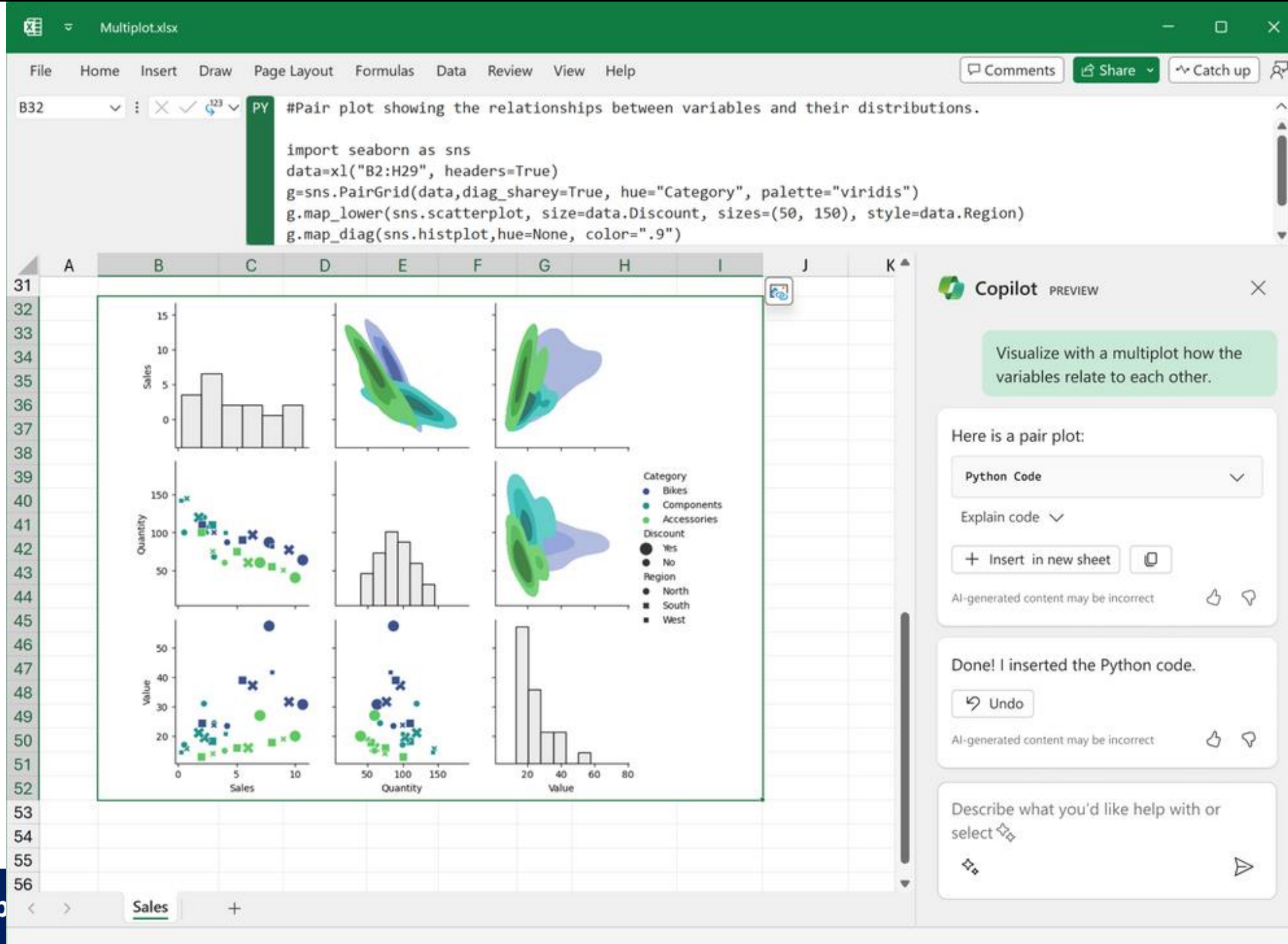
|    | A   | B  | C  | D  | E  |
|----|---|--|--|--|--|
| 1  | <b>5 Day Weather Forecast</b>   |  |  |  |  |
| 2  | Generates a forecast (sunny, rainy, cloudy), based on historical data for temperature, humidity and wind speed. |  |  |  |  |
| 3  |   |  |  |  |  |
| 4  | Historical Data   | DataFrame  |  |  |  |
| 5  | Weather Labels  | DataFrame  |  |  |  |
| 6  | Model   | DecisionTreeClassifier   |  |  |  |
| 7  | Full Forecast   | DataFrame  |  |  |  |
| 8  |   |  |  |  |  |
| 9  |   |  |  |  |  |
| 10 | Weekday   | Wednesday  | Thursday   | Friday   | Saturday   |
| 11 | Weather Forecast  | cloudy   | cloudy   | rainy  | sunny  |

# Python In Excel



- Once enabled, can enter =PY in a cell to insert Python Code
- MS 365 Copilot will write code for you
- Designed for data analysts, not programmers
- Still in Beta as of 10/26/2023





Date Cleaning.xlsx

File Home Insert Draw Page Layout Formulas Data Review View Help

C7 # Define regex pattern for various date formats

```
date_patterns = [
    r'\b(\d{2})[-/\.](\d{2})[-/\.](\d{4})\b', # DD-MM-YYYY or DD/MM/YYYY or DD.MM.YYYY
    r'\b(\d{2})[-/\.](\d{2})[-/\.](\d{2})\b', # DD-MM-YY or DD/MM/YY or DD.MM.YY
    r'\b(\d{1,2})[-/\.](\d{1,2})[-/\.](\d{4})\b', # D-M-YYYY or D/M/YYYY or D.M.YYYY
]
```

# Extract and Format Dates

Extracts dates from text strings using regular expressions and then applies a consistent format

Data

| Extracted Dates | Original Text                       | Formatted Text |
|-----------------|-------------------------------------|----------------|
|                 | Today's date is 23/08/2023          | 2023-08-23     |
|                 | I remember the date 12-05-19.       | 2019-05-12     |
|                 | Another date format: 22-07-15.      | 2015-07-22     |
|                 | Dates in different formats: 15.5.21 | 2021-05-15     |
|                 | A date in the middle: 07.04.1995    | 1995-04-07     |
|                 | Random text without dates.          |                |
|                 | Date format test: 14-08-23          | 2023-08-14     |
|                 | New date: 25/10/2022                | 2022-10-25     |
|                 | No dates here.                      |                |
|                 | Strange format: 01-20000-01         |                |
|                 | Yet another date: 31-12-2023        | 2023-12-31     |
|                 | Different format: 31.12.2023        | 2023-12-31     |
|                 | Mixed formats: 15/01/25             | 2025-01-15     |
|                 | An unusual date: 21.01.20001        |                |

Dates found: 10

Copilot PREVIEW

Extract and apply consistent formatting to the list of dates.

Let's extract the dates using a regular expression and then format them consistently using the following code.

Python Code

Explain code

+ Insert in new sheet

AI-generated content may be incorrect

Done! I inserted the Python code.

Undo

AI-generated content may be incorrect

Describe what you'd like help with or select





WeatherForecast.xlsx

File Home Insert Draw Page Layout Formulas Data Review View Help

Comments Share Catch up

B6 PY #create and fit the model  
model = DecisionTreeClassifier()  
model.fit(historical\_data, weather\_labels)

# 5 Day Weather Forecast

Generates a forecast (sunny, rainy, cloudy), based on historical data for temperature, humidity and wind speed.

Historical Data DataFrame  
Weather Labels DataFrame  
Model DecisionTreeClassifier  
Full Forecast DataFrame

|                  | Thursday | Friday | Saturday | Sunday | Monday |
|------------------|----------|--------|----------|--------|--------|
| Weather Forecast | cloudy   | sunny  | cloudy   | sunny  | cloudy |
| Temperature      | 75°      | 68°    | 72°      | 64     | 70°    |
| Humidity         | 57%      | 77%    | 71%      | 73     | 67%    |
| Wind Speed       | 4 MPH    | 1 MPH  | 9 MPH    | 8      | 6 MPH  |

Copilot PREVIEW

Generate a 5 day weather forecast based on historical data for temperature, humidity, and wind.

Here's some code that generates a model using a DecisionTreeClassifier, given the requested parameters.

Python Code

Explain code

+ Insert in new sheet

AI-generated content may be incorrect

Done! I inserted the Python code.

Undo

AI-generated content may be incorrect

Describe what you'd like help with or select

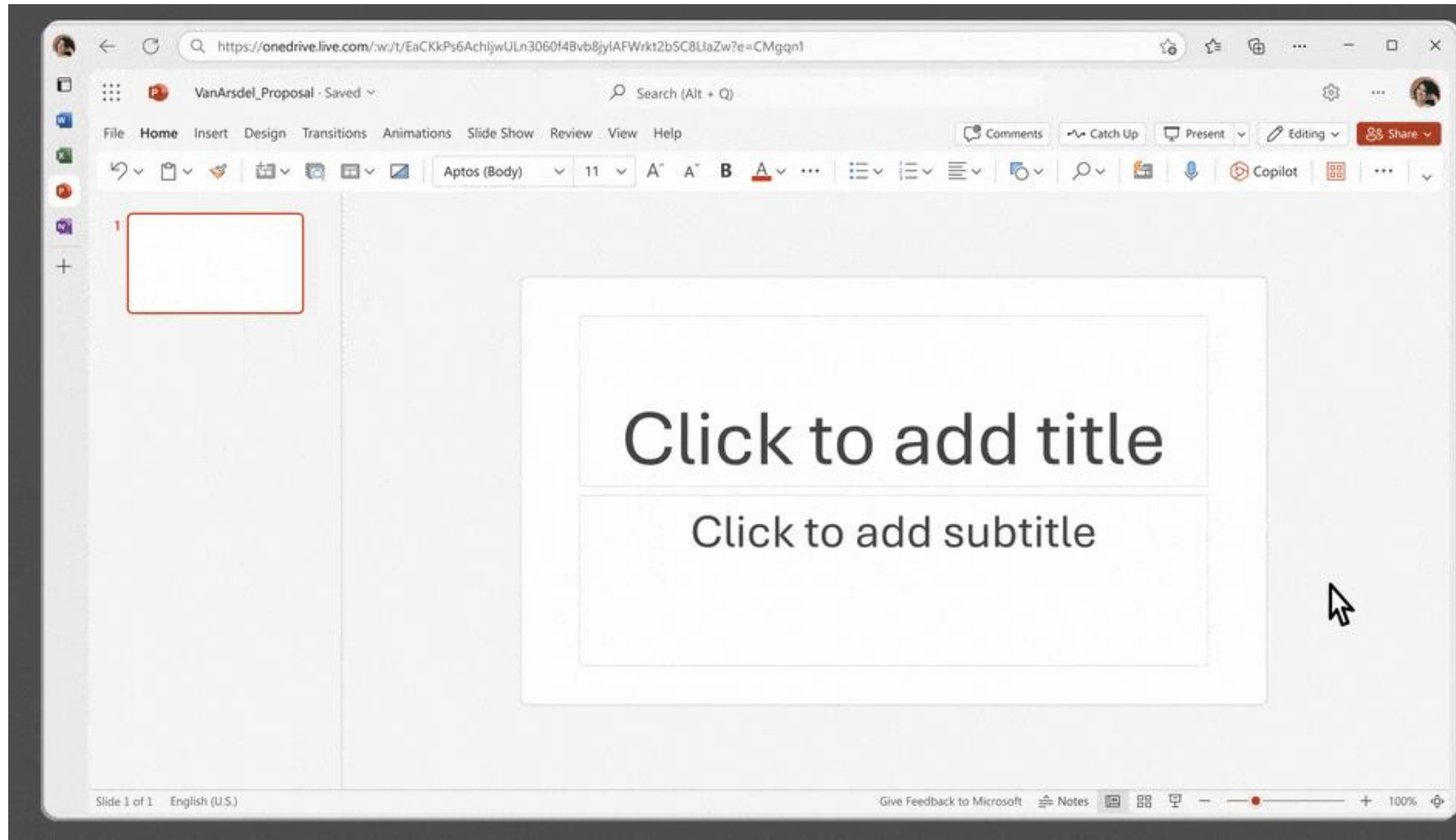


# Copilot And Python In Excel



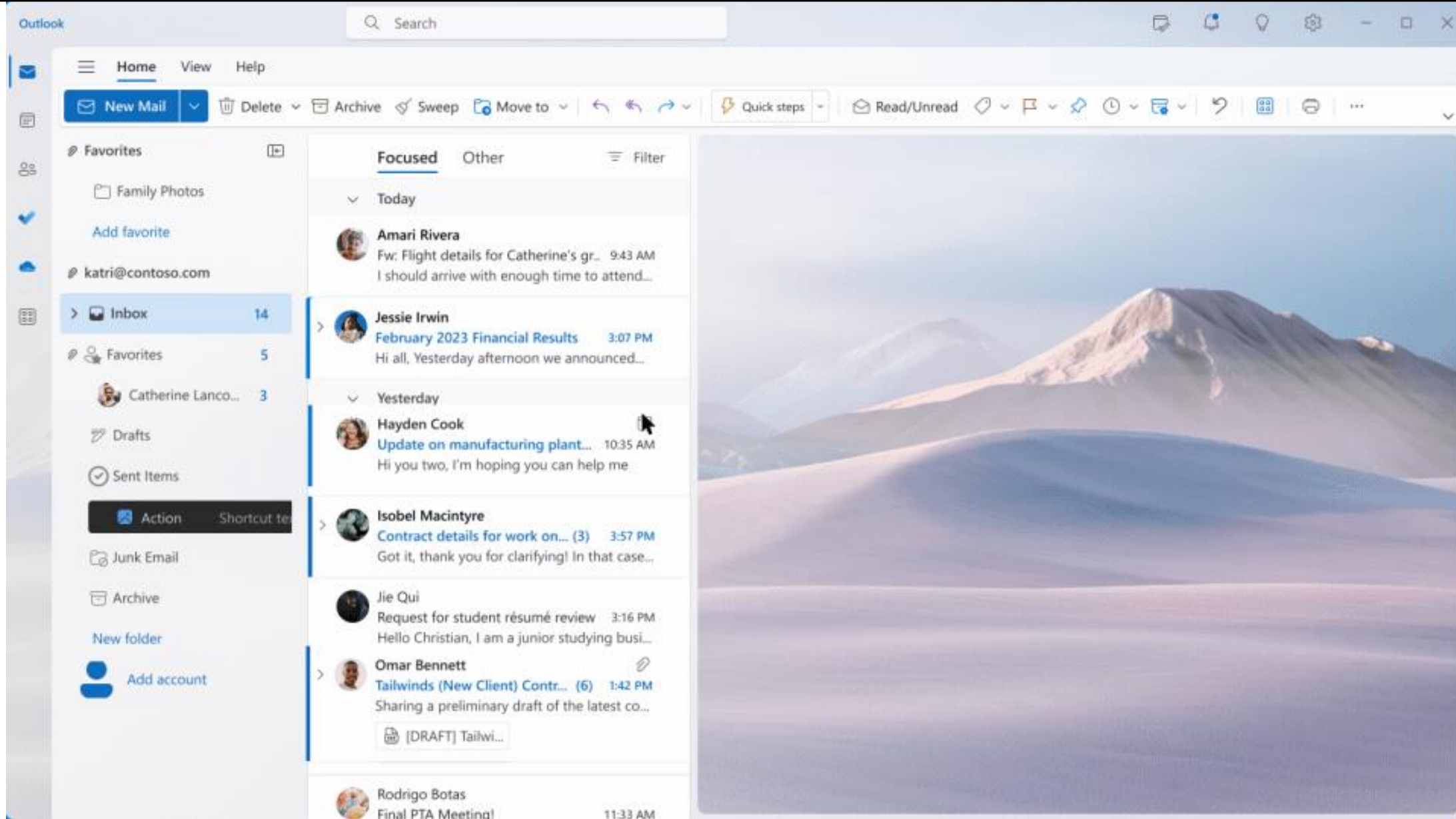
- **KPMG** - "KPMG and Microsoft are making significant investments to deliver advanced cloud-based tax technologies. At KPMG, we're excited about the impact Python in Excel will have for our Tax clients. Backed by the data and security promises enabled by the Microsoft cloud, Python has the potential to enhance the Excel experience for advanced analytics while providing companies with transparency, simplicity and deeper insights into their financials."— *Tejas Varia, Principal, Tax Data & Analytics*
- AICPA did some work on Audit Data Standards in Python four years ago
  - GitHub Site: <https://github.com/AICPA-AuditDataAnalytics2018/ADS---Python-Example->
- To use Copilot with Python in Excel, you must do the following:
  - Get on Current Channel for MS 365 (required for Copilot) for Microsoft 365
  - Python for Excel currently requires that you be in the Office 365 Insider Beta Program
  - Add Microsoft Copilot

# Microsoft 365 Copilot For PowerPoint

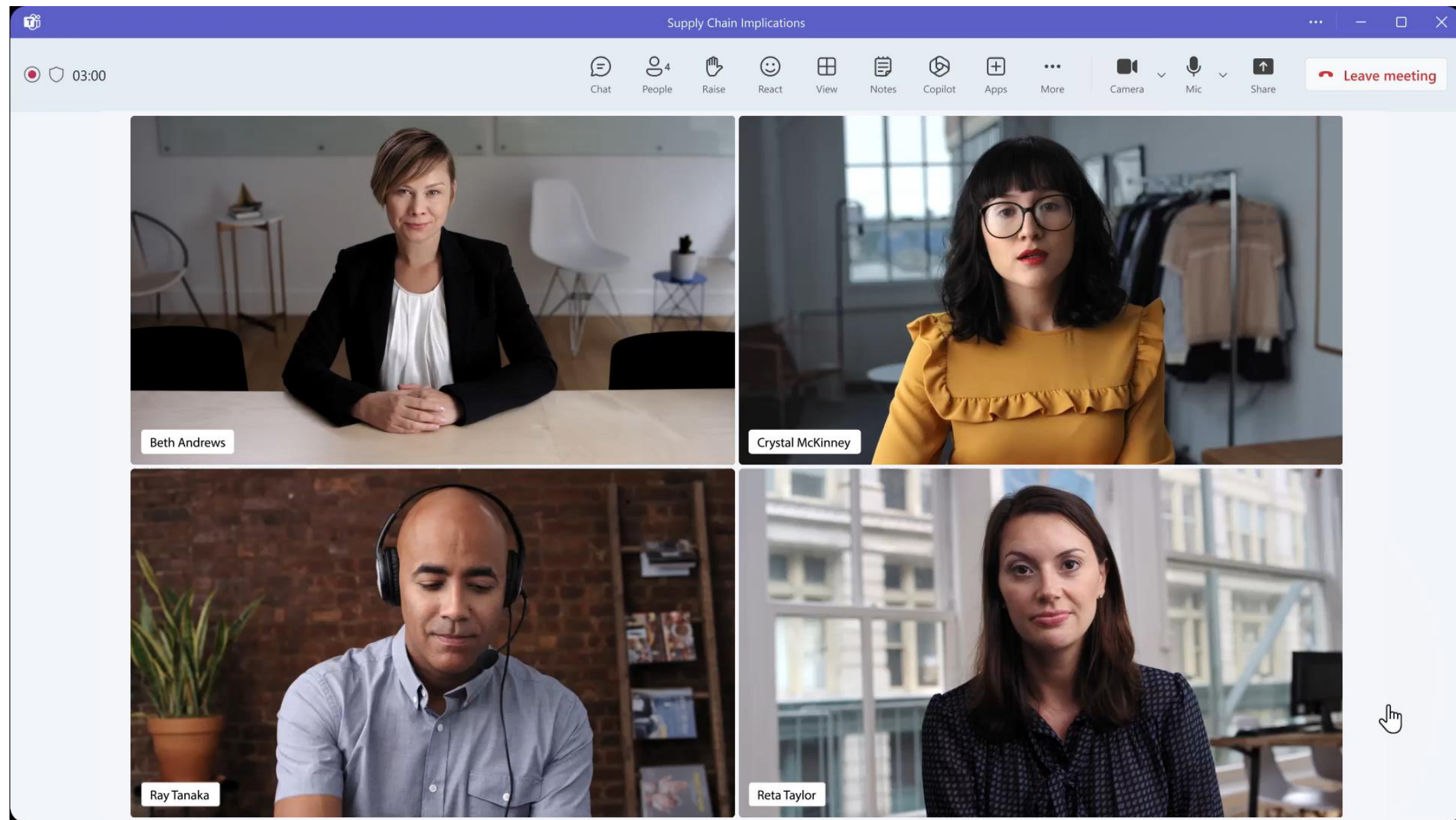




# Microsoft 365 Copilot For Outlook



# Microsoft 365 Copilot For Teams



# Microsoft 365 Copilot For Teams – “Business Chat”

Activity

Chat

Teams

Calendar

Calls

Files

...

Apps

Chat

Pinned

Copilot

Good morning Kat!

9:15 AM

Cassandra Dunn

Ok. I'll send an update later

6/2

Aadi Kapoor

You: Great work!

6/2

Eric Ishida

Sure, I'll set something for next week t...

8:40 AM

Recent

Cortex Framework

Kayo: The review went really well! Can't wai...

8:41 AM

Will Little

I don't see that being an issue, Can you ta...

7:45 AM

Marie Beaudouin

Ohh, I see, yes let me fix that!

1:21 AM

Hillary Reyes

Haha!

1:07 AM

Charlotte and Babak

Charlotte: The client was pretty happy with...

12:48 AM

Reta Taylor

Ah, ok I understand now

12:40 AM

Joshua VanBuren

Thanks for reviewing

12:29 AM

Daichi Fukuda

You: Thank you

12:20 AM

Kadji Bell

You: I like the idea, let's pitch it!

12:03 AM

Copilot Chat About

Copilot 9:15 AM

Good morning Kat!

Here are some ideas that might help you get started:

- Get a summary of everything you need to catch up on, including meetings
- Find and use info that's buried in documents or lost in conversations
- Create content with all of it—drawing from your files, conversations, events, topics, and more

As your Copilot, I'm here to assist you but I do make mistakes, so sources are provided for your review when possible.

What's going on with EraNext? Summarize the Green Builder's summit doc

# Other Microsoft Copilots



- GitHub Copilot is a \$19.99/mo/user add-on to GitHub subs
- Copilot in OneNote summarizes OneNote content
- Copilot in Stream (private video sharing) will summarize videos stored in this Microsoft 365 environment ([more info here](#))
- Copilot in Loop supports team collaboration and brings people up to speed on things they missed (assignments, decisions, etc.)
- Microsoft Copilot for Sales – automatically captures, accesses, and registers data into any CRM system with content from Microsoft 365 ([more info here](#))
- Copilot Documentation for Admins from Ignite is [here](#)



# Microsoft 365 Copilot documentation

Learn about Microsoft 365 Copilot and how your organization can use this copilot for work.

## Get started with Microsoft 365 Copilot

### Microsoft 365 Copilot overview

Learn how Microsoft 365 Copilot works.

### Copilot requirements

Learn about Microsoft 365 Apps, network, and license requirements for Microsoft 365 Copilot.

### Setup

Get started with Microsoft 365 Copilot in the Microsoft 365 Admin Center.

### Enable users

Learn about the steps to deploy Microsoft 365 Copilot.

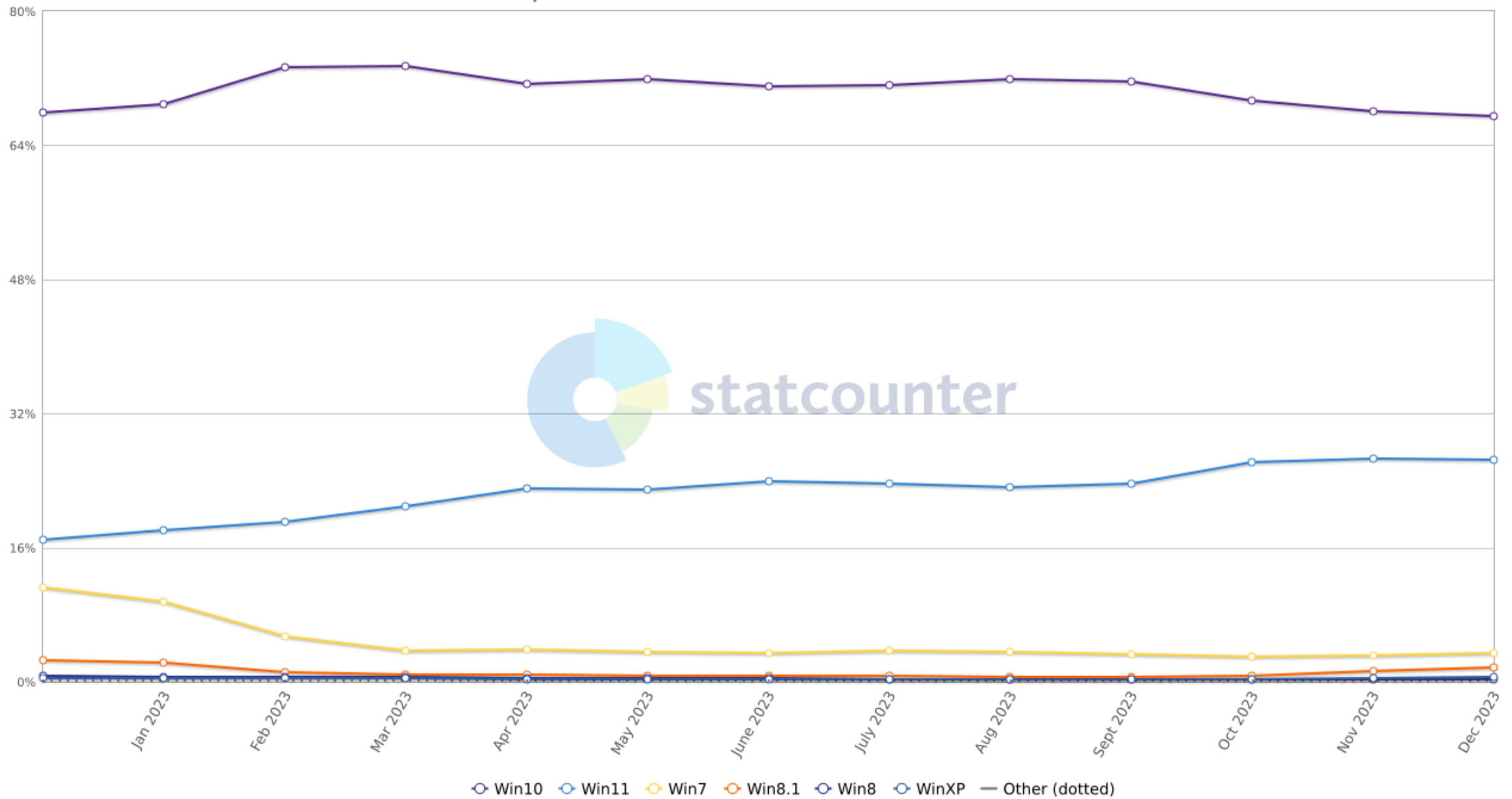
### Data, Privacy, and Security for Microsoft 365 Copilot

Learn how Microsoft 365 Copilot uses data and how it stores and protects that data.

### End user help and learning for Microsoft 365 Copilot [↗](#)

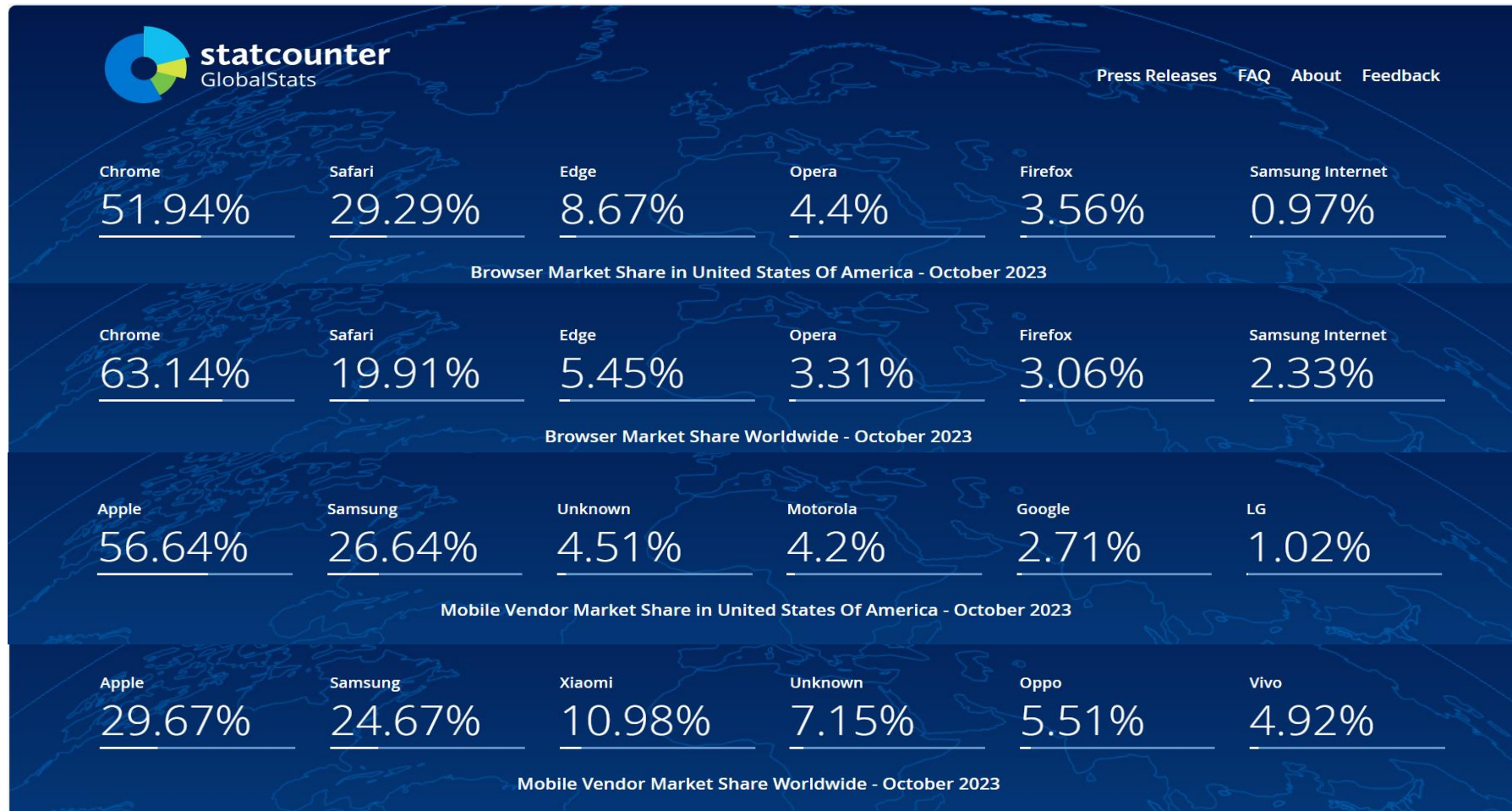
End users can explore how Copilot with the apps in Microsoft 365 can help boost their productivity.

StatCounter Global Stats  
Desktop Windows Version Market Share Worldwide from Dec 2022 - Dec 2023



# Browser And Mobile Market Share

## 10/2023





# Other Microsoft Topics



- Office 2016/2019 users may experience issues when using MS 365 back-end services in 2023, [but will not be blocked from using those services](#)
- New discover button in Edge with the chat, compose and insight tabs. ChatGPT4 also incorporated in Bing – so watch the privacy
- On September 30, 2024, the ability to manage authentication methods in the legacy multifactor authentication (MFA) and self-service password reset (SSPR) policies will be retired.  
Migrate Authentication to Entra ID (f/k/a Azure Active Directory)



# **BENEFICIAL OWNERSHIP INFORMATION**

# Beneficial Ownership Reporting



- Beneficial ownership information (BOI) refers to identifying information about the individuals who directly or indirectly own or control a company.
- Congress made changes under the 2022 Corporate Transparency Act which bring additional anti-money laundering reporting for most businesses
- These regulations already exist for most other developed countries, so multinationals have likely had similar regulations in their foreign operations
- FinCEN is currently not accepting any beneficial ownership information reports and **will begin accepting reports 1/1/2024**
  - New entities formed on or after 1/1/2024 have 30 days to report their ownership on FinCEN's website (FinCEN has proposed changing initial filing ONLY to 90 days, rulemaking isn't complete)
  - Once you've filed with
  - Entities formed before 1/1/2024 will be required to file their BOI on or before 1/1/2025
- Penalties are draconian, and can be as much as \$500 per beneficial owner per day that a report is late, other provisions have fines of up to \$10,000 or two years imprisonment

# Beneficial Ownership Reporting



- A **Beneficial Owner** is any individual who
  - Exercises substantial control over a reporting company
  - Owns or controls 25% or more of a reporting company
  - Exemptions (31 USC 5336(a)(3))
    - Minor children (but parents must file)
    - Custodians/trustees/agents
    - Individuals acting solely as an employee of another entity who only receives salaries and wages
    - Individuals whose interest is through a right of inheritance
    - A creditor of the company

# Beneficial Ownership Reporting



- The statute exempts the following from these BOI requirements:
  - Public companies
  - Banks, credit unions, and savings and loans
  - Insurance companies
  - Charities and churches
  - Certain trusts
- FinCEN fees are expected to be roughly \$85 for initial reports

# Beneficial Ownership Reporting



- Resources:
  - BOI reporting website: <https://www.fincen.gov/boi>
  - Primary Sources: <https://www.fincen.gov/boi/Reference-materials>
  - FAQ - <https://www.fincen.gov/boi-faqs>
  - AICPA Town Hall BOI Q&A- Lisa Simpson with FINCEN from 11/2/2023
    - [https://youtu.be/McCg\\_uYLd6Y?feature=shared&t=1768](https://youtu.be/McCg_uYLd6Y?feature=shared&t=1768), (starts at 29:43)
  - AICPA BOI Resources Page: <https://cpate.ch/aicpaboi>
- FinCEN Guidance: <https://fincenguidance.com/home>
- Thomson Reuters white paper: <https://cpate.ch/trboi>
  - TR CLEAR BOI compliance tool: <https://cpate.ch/trboiapp>
- CCH/Wolters Kluwer has a tool in preview to assist with these requirements. (<https://cpate.ch/cchboi>)





The global accounting profession has to evolve

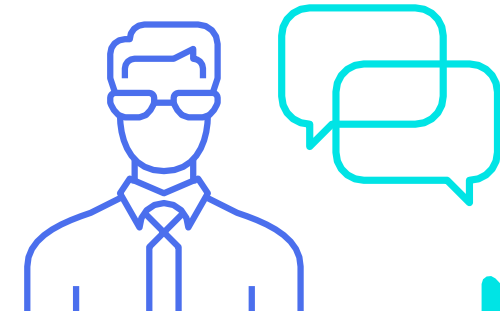
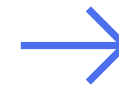
Accounting is changing from being retrospective to **forward looking** and **proactive**, enabled by AI



Offline accounting



Cloud accounting



Accounting plus advisory

The global  
accounting industry  
is evolving

Modern accounting firms are all looking for ways to **deliver compliance efficiently and differentiate through advisory**



- Accountants and bookkeepers around the world are shifting focus to **Client Advisory Services**
- **Compliance** as a function is being automated, and is growingly a grudge purchase by clients
- Accountants are looking for **ways to scale** advisory across their client base of hundreds or thousands of SMB clients
- Client expectations for accountants are changing and they expect **proactiveness** and a **deeper understanding** of their business, not just a rear-view mirror approach

## The problem: scaling advisory is hard



- Garbage data in, **garbage data out**
- **Time, cost and effort** to produce existing **client reporting**
- Time and effort to **provide value** / service wrap
- A **human** approach (1:1 vs 1:many)
- **Inexperience** of junior advisors

Traditional accounting tech solutions have not been designed with **scale** in mind.

**Aider changes that.**

**The opportunity:  
nail the close,  
scale advisory**

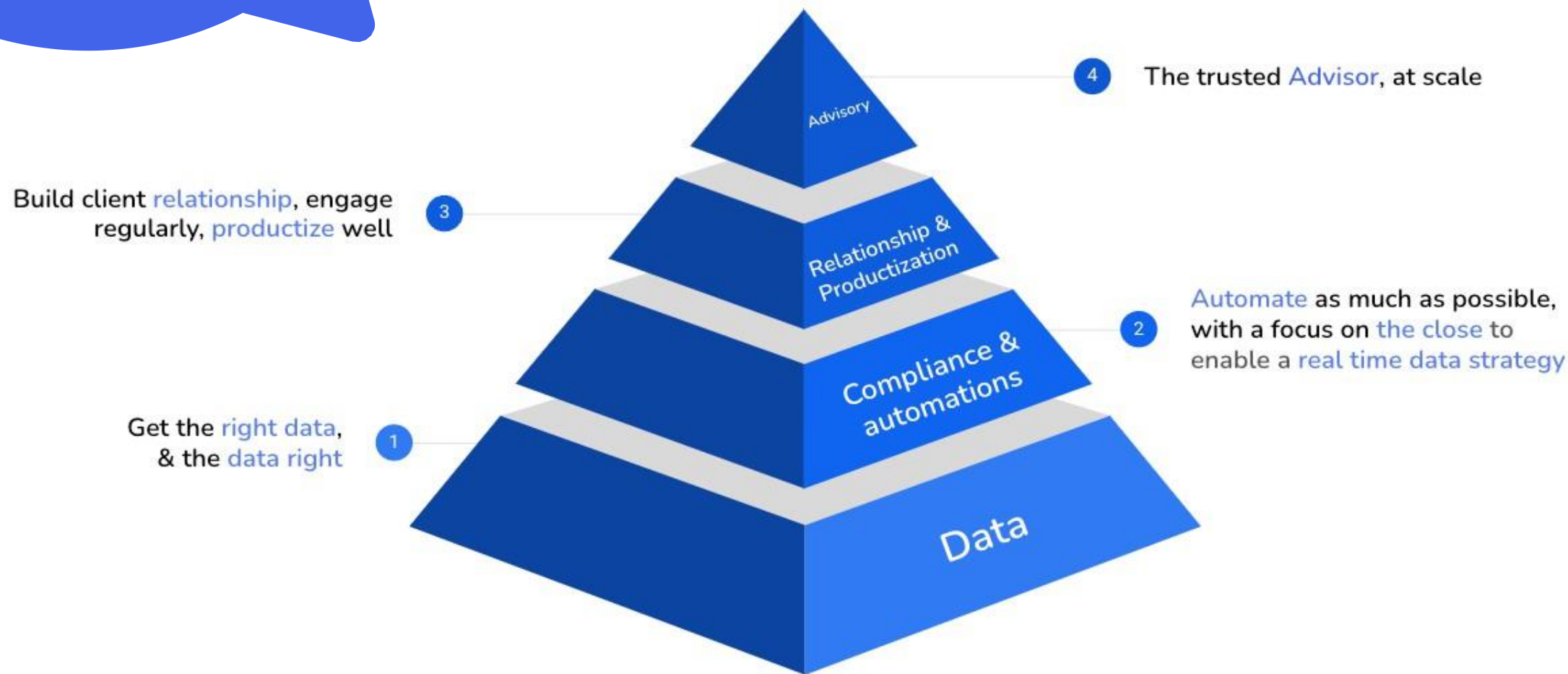
# Typical Client Revenue Profile For An Accounting Firm



- Traditional advisory is expensive and only sold to top tier clients
- Accountants typically offer clients an all or nothing solution: low revenue compliance only, or expensive advisory
- But a lower cost (to the client) advisory solution is more scalable, and is worth more to the firm



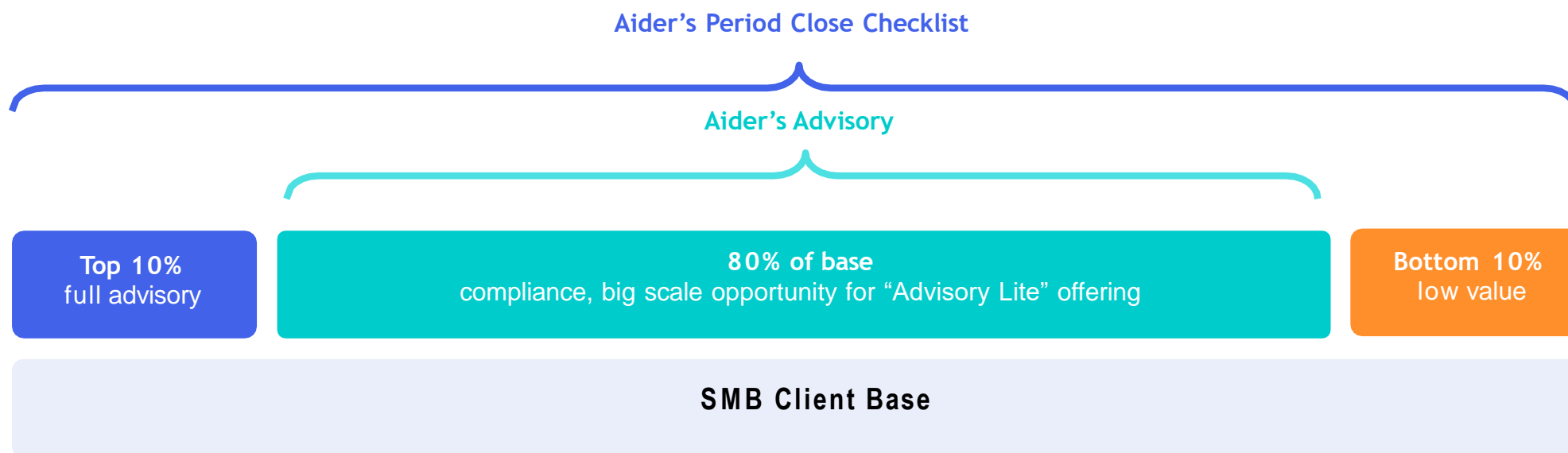
# Advisory Hierarchy of Needs



The opportunity:  
nail the close,  
scale advisory



- Aider is designed for all business clients
- Period Close Checklist works for all clients
- Scalable “Advisory Lite” for 80% of clients
- Accurate data for top tier full advisory clients

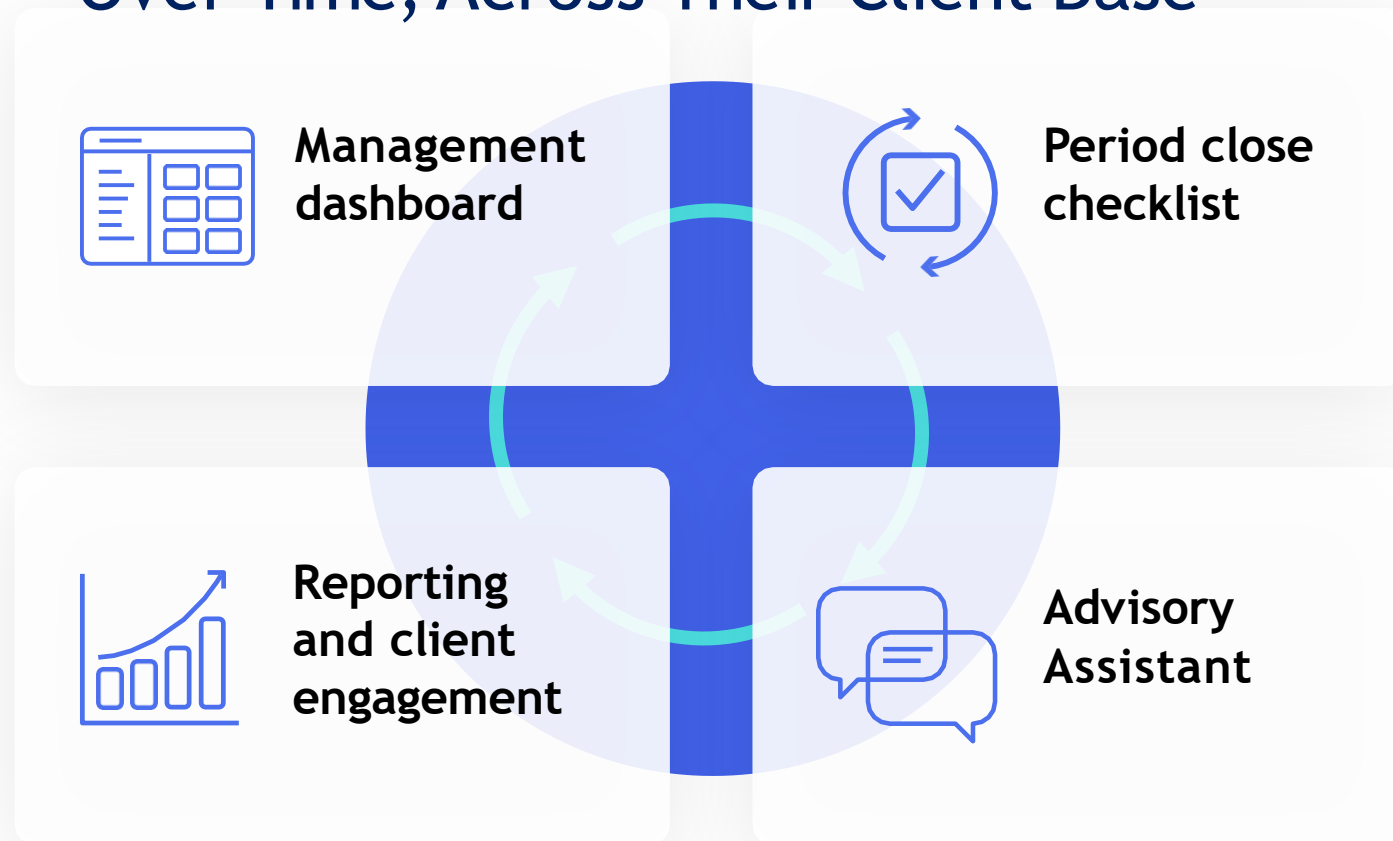


## Aider's Advisory Intelligence™ Platform

- Uses **management by exception** principles to drive scale
- Built in **Generative AI** to generate insights and client content
- Includes automations to **scale advisory**
- **Saves time**, creating capacity in the firm
- Allows firms to **aggregate** all clients on a single platform

Aider is a future proofed platform designed to allow add-ons and **multiple future revenue streams**

## Supported By Four Key Pillars, Advisors Get Immediate Value In Efficiencies And Can Scale Advisory Over Time, Across Their Client Base





# Aider's Advisory Intelligence™ Platform



## Advisory Assistant

- Generative AI assistant
- Securely submit client financials
- Aider designed prompts, improving time to value
- Democratizes advisory to more junior employees
- More to come...

The screenshot displays the Aider's Advisory Intelligence Platform interface for a client named Astoria Design. The interface is divided into several sections:

- Left Sidebar:** A vertical navigation menu with a search bar and a list of clients. The client 'Astoria Design' is highlighted with a count of 12. Other clients listed include Bright Technology (3), Chic Interiors, CM Architects (2), Cove Building Inspectors (2), CX Delight Product Design (3), Design Dynamos, Distinctive Lighting Ltd, Enzo Digital Design (5), Grafix Design Studio (1), Great Leap Design, HCI Consulting, Habitat Interior Design Limit... (2), and Krauss & Mathius.
- Client Header:** The client name 'Astoria Design' is prominently displayed, along with update information: 'Updated: 16 Aug, 06:25 am', a 'Resync' button, and 'GST: 12345678'. The currency is set to 'NZD'.
- Navigation Tabs:** A row of tabs at the top of the main content area includes 'Data Compliance' (6), 'Cash Flow' (1), 'Taxes & Compliance' (4), 'Profitability' (2), and 'Advisory Assistant' (Beta), which is currently selected.
- AI Configuration:** Under the heading 'AI option: Aider +', there is a dropdown menu set to 'Secure ChatGPT'. Below this, the 'Data to include:' section has dropdowns for 'Monthly' and 'July 2023'. Three toggle switches are visible: 'Balance Sheet report', 'Profit & Loss report', and 'Profitability insights', all of which are turned on.
- Quick Chat Prompts:** A section with two buttons: 'Generate prep notes for client meeting' and '+ Start new chat'.
- Advisory Assistant Content:** The main area contains text explaining the assistant's capabilities, such as helping with client meeting prep and generating sales scripts. It includes a warning: 'It is not recommended to use public Generative AI tools (eg. ChatGPT, Bard etc) due to privacy and security risks.' Below this, a user prompt (JC) is shown: 'I'm a business accounting advisor, I need to have a monthly advisory meeting with my client, a company in the Graphic Design Service - For Advertising industry in NZ. My client's financials accompany this. Please write me a summary using bullet points with no more than 500 words. The summary should highlight any key variances of the business performance compared to the previous month. And provide 3 key actions I can recommend my client takes to improve performance.' The assistant's response (JC) provides a 'Summary:' of 'Financial Performance' with several bullet points comparing July 2023 data to July 2022 and May 2023. A 'Copy to clipboard' icon is present next to the response.
- Input Field:** At the bottom, there is a text input field with the prompt 'What are this client's top 3 direct costs in July 2023?' and a send button.

# Aider's Advisory Intelligence™ Platform



## Period close checklist

- Enables a real time data strategy
- Detect and correct client data issues
- Single checklist for the firm, auto populated with key data
- Strategically important for accounting app partners like QuickBooks & Xero etc

The screenshot displays the Aider's Advisory Intelligence platform interface. On the left is a sidebar with a 'Clients' list. The main area shows the 'Astoria Design' client profile, updated on 16 Aug, 06:25 am. Below the profile, there's a 'Data Compliance' section with a 'GST Period Checklist' for 'Jun-Jul '23'. The 'Checklist Status' is 'In progress'. The 'Bank Reconciliation' section shows '51 Unreconciled Transactions' with a total income of \$33,045.00 and expenses of \$37,235.25. Below this, a table lists bank accounts and their reconciliation status.

| Bank accounts (3 selected in settings) | Oldest item | Unreconciled items     | Income subtotal  | Expenses subtotal |
|--|-------------|------------------------|------------------|-------------------|
| <b>Totals</b>                          |             | <b>51 transactions</b> | <b>33,045.00</b> | <b>37,235.25</b>  |
| Business Cheque Account                | 05/08/2023  | 15 transactions        | 30,045.00        | 31,551.00         |
| Business Credit Card                   | 01/08/2023  | 33 transactions        | 0.00             | 5,684.25          |
| Business Saver Account                 | 07/08/2023  | 3 transactions         | 3,000.00         | 0.00              |

| Bank accounts (3 selected in settings) | Reconciled up to | Xero Balance    | Bank Statement Bal. | Difference       |
|--|------------------|-----------------|---------------------|------------------|
| <b>Totals</b>                          |                  | <b>7,040.25</b> | <b>2,850.00</b>     | <b>-4,190.25</b> |

# Aider's Advisory Intelligence™ Platform



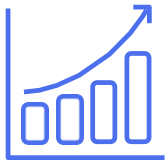
## Management dashboard

- Unique, aggregated view of clients
- Identify revenue opportunities
- Identify client risks
- Aider's Early Warning System
  - be proactive

Filter by: Industry Custom tags

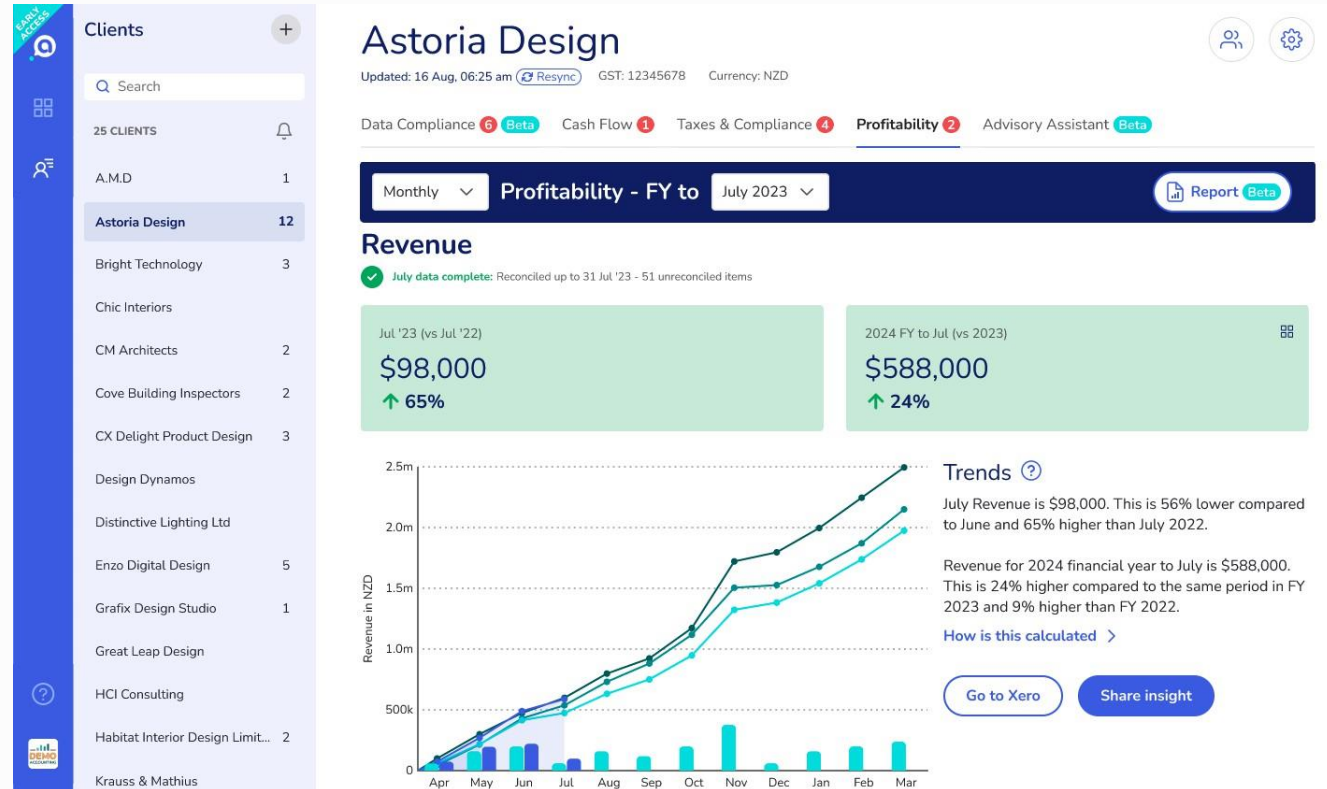
| 30 out of 30 Clients                                   | Profitability & Income Tax |                             |                                |                                    | Cash Position                         | GST                     |                           |
|--|----------------------------|-----------------------------|--------------------------------|------------------------------------|---------------------------------------|-------------------------|---------------------------|
| Search   | Unreconciled Items         | Revenue FYTD (vs last year) | Net Profit FYTD (vs last year) | (%) Income Tax FYTD (vs last year) | (%) Aug '23 EOM estimate (vs Jul '23) | GST period completion   | (%) GST forecast (vs avg) |
| A.M.D<br>Updated: 16 Aug, 06:20 am                     | 2<br>Oldest: 31 Jul '23    | \$705,600<br>↓ 12%          | \$30,816<br>↑ 21%              | \$8,628<br>↓ 2%                    | \$12,000<br>0%                        | 99%<br>Due: 28 Aug '23  | \$5,000<br>↓ 5%           |
| Astoria Design<br>Updated: 16 Aug, 06:25 am            | 51<br>Oldest: 1 Aug '23    | \$588,000<br>↑ 24%          | \$25,680<br>↑ 1,438%           | \$7,190<br>↑ 1,438%                | \$4,769<br>↑ 12%                      | 50%<br>Due: 28 Aug '23  | \$19,000<br>↑ 5%          |
| Bright Technology<br>Updated: 16 Aug, 06:25 am         | 5<br>Oldest: 3 Aug '23     | \$764,400<br>↓ 26%          | \$33,384<br>0%                 | \$9,347<br>↑ 1%                    | \$2,610<br>↓ 13%                      | 92%<br>Due: 28 Aug '23  | \$4,000<br>0%             |
| Chic Interiors<br>Updated: 16 Aug, 06:21 am            | 1<br>Oldest: 2 Aug '23     | \$294,000<br>n/a            | \$12,840<br>n/a                | \$3,595<br>n/a                     | \$1,050<br>↑ 5%                       | n/a                     | n/a                       |
| CM Architects<br>Updating data...please wait           | 0                          | \$441,000<br>↓ 5%           | \$19,260<br>↑ 12%              | \$5,393<br>↑ 5%                    | \$5,348<br>↓ 30%                      | 100%<br>Due: 28 Aug '23 | \$4,250<br>↑ 3%           |
| Cove Building Inspectors<br>Updated: 16 Aug, 06:24 am  | 0                          | \$264,600<br>↓ 5%           | \$11,556<br>↓ 22%              | \$3,236<br>↑ 15%                   | \$3,487<br>↑ 15%                      | 100%<br>Due: 26 Aug '23 | \$1,500<br>0%             |
| CX Delight Product Design<br>Updated: 16 Aug, 06:48 am | 127<br>Oldest: 3 Jun '23   | \$764,400<br>↓ 2%           | \$33,384<br>↑ 2%               | \$9,347<br>↑ 2%                    | \$1,224<br>↑ 2%                       | 75%<br>Due: 28 Aug '23  | \$3,500<br>↑ 22%          |
| Design Dynamos<br>Updated: 16 Aug, 06:24 am            | 0                          | \$529,200<br>↓ 5%           | \$23,112<br>↑ 12%              | \$6,471<br>↑ 15%                   | \$4,531<br>↑ 20%                      | 100%<br>Due: 28 Aug '23 | \$1,500<br>↑ 12%          |
| Distinctive Lighting Ltd<br>Updated: 16 Aug, 11:25 am  | 1<br>Oldest: 6 Aug '23     | \$617,400<br>n/a            | \$26,964<br>n/a                | \$7,550<br>n/a                     | \$1,050<br>↑ 5%                       | 89%<br>Due: 28 Aug '23  | \$7,000<br>n/a            |
| Enzo Digital Design<br>Updated: 16 Aug, 06:26 am       | 223<br>Oldest: 16 May '23  | \$882,000<br>↓ 22%          | \$38,520<br>↑ 15%              | \$10,785<br>↑ 22%                  | \$1,950<br>↓ 22%                      | 60%<br>Due: 28 Aug '23  | \$2,500<br>↑ 2%           |

# Aider's Advisory Intelligence™ Platform



## Reporting and client engagement

- Client reporting automated with zero effort
- Built in Gen-AI to write executive summary
- Scalable solution to generate new revenue for firms
- SMB-friendly. Something clients actually want





Interested to learn more about using  
ChatGPT and other AI in your practice?



Scan the QR Code to  
Download the eBook



Scan this QR Code  
to Book a demo







# Aiwyn Overview



**Aiwyn software improves client experience, automates internal finance processes, speeds up cash flow, and provides immediate ROI**

- Aiwyn's key product is our Payments & Collections solution
- Aiwyn's proprietary software ("secret sauce") is our translation engine – productized and sold as Relay
- We have a 5 person co-founding team, including our CEO, Justin Adams
- In 2022, we closed a \$12M Seed Round with Revolution Ventures and in 2023 we closed a \$13M Series A round led by Bessemer





# 100 Customers, 20+ in Top 100



|   |  |  |  |   |  |  |   |   |  |
|---|--|--|--|---|--|--|---|---|--|
| ANGLIN<br>REICHMANN - ARMSTRONG                 | Aprio<br>Passionate for what's next®             | BT<br>BENNETT<br>THRASHER  | Berkowitz<br>Pollack<br>Brant<br>Advisors<br>+CPAs | BGW<br>CPA  | BMSS<br>Advisors & CPAs                              | BodinePerry  | BOOMER<br>Accounting, Inc.                    | boos & associates<br>A PROFESSIONAL CORPORATION                                     | brc  |
| BROWNEDWARDS<br>certified public accountants    | BUCKNO<br>LISICKY<br>& COMPANY                   | DANIELLS PHILLIPS<br>VAUGHAN & BOCK<br>CPAs and Advisors               | CBIZ   | [Cg]<br>Focused on the most affluent<br>Tax, Audit & Advisory             | CITRIN COOPERMAN®                                    | CLARK<br>SCHAEFER<br>HACKETT<br>BUSINESS ADVISORS  | CLAYTON<br>McKERVEY                           | Cohen & Co  | COOPER<br>NORMAN                                   |
| CROSSLIN  | CST GROUP<br>CERTIFIED PUBLIC ACCOUNTANTS        | Grantham Poole<br>Certified Public Accountants<br>We See You Through.® | DeJoy & Co.<br>ADVISORS & CPAs                     | DELEON<br>& STANG<br>Strategic Insights. Practical Advice.                | DWC<br>CPAs   ADVISORS                               | edelstein  | elliott davis                                 | TJT<br>Thomas Judy & Tucker<br>Certified Public Accountants                         | FAULK & WINKLER<br>First - Business - Endurance    |
| GBQ   | GEMRT<br>Certified Public Accountants & Advisors | KMA<br>ACCOUNTANTS & ADVISORS  | H&CO.  | HANCOCK ASKEW & CO LLP<br>ACCOUNTANTS & ADVISORS                          | HBK®<br>CPAs & Consultants                           | CRI<br>CARR<br>RIGGS & INGRAM<br>CPAs and Advisors | HoganTaylor                                   | James Moore<br>Certified Public Accountants and Consultants                         | JANOVER<br>Certified Public Accountants • Advisors |
| JLK Rosenberger<br>Certified Public Accountants | JRBT<br>CERTIFIED PUBLIC ACCOUNTANTS             | Payne Nickles<br>& Company, CPAs                                       | Larson Gross<br>CPAs & Consultants                 | LANE<br>GORMAN<br>TRUBITT, LLC<br>Accountants & Advisors                  | Lumsden<br>McCormick<br>CERTIFIED PUBLIC ACCOUNTANTS | MarksNelson<br>Move Forward                        | RUBINO  | MGA<br>MILLER GROSSBARD ADVISORS, LLP   | mgo<br>TYPE ATYPICAL                               |
| MOODY & O'NEAL<br>CPAs LLC                      | MST  | ANDERS<br>CPAs • ADVISORS  | pinion   | Pinnacle<br>Plan Design   | PKF Mueller  | SMITH+HOWARD                                       | POLK  | PP&CO<br>PETRINOVICH PUGH & CO, LLP<br>Certified Public Accountants and Consultants | Rea & associates<br>a brighter way                 |
| redw<br>Advisors & CPAs                         | REESE HENRY                                      | Roth & Co  | SAX<br>Accounting<br>Tax   Advisory                | SEGAL<br>GCSE   | WILLIAM VAUGHAN<br>COMPANY                           | WINDES<br>AUDIT   TAX   ADVISORY                   | THE BONADIO GROUP<br>CPAs, Consultants & More | THE MOLIERI GROUP   | THE PUN GROUP<br>ACCOUNTANTS & ADVISORS            |
|   | ELO<br>CPAs & ADVISORS                           | UHY<br>LLP<br>Certified Public Accountants                             | WALZ GROUP   | WILES + TAYLOR & CO<br>Certified Public Accountants and Business Managers | WINDHAM BRANNON<br>offering more                     | withum<br>ADVISORY TAX AUDIT                       | MAULDIN & JENKINS                             | Haefele Flanagan  |  |



# Aiwyn's Current Practice Management ("PM") System Integrations list:

- TR PracticeCS (On-Prem)
- CCH ProSystem (On-Prem)
- CCH Axcess (Cloud)
- IRIS
  - PE (On-Prem, Cloud)
  - Star (On-Prem, Cloud)
- Practice Pro 365 (Cloud)
- Deltek Maconomy (On-Prem, Cloud)
- Quick Books Online (Cloud)
- Sage Intacct (Cloud)



# Aiwyn Personas & ICP

Aiwyn's primary points of contact are:

- Managing Partner and/or CEO
- Firm Admin and/or Chief Administrative Officer
- Controller, CFO or other finance leader

Our customers range in size from \$4M to \$1B

Payments & Collections – Pricing based on firm revenue resulting in estimated annual license fees (exclusive of merchant fees) of:

- \$10M firm → \$25K–\$30K
- \$50M firm → \$75K–\$95K

# Aiwyn Delivers Immediate ROI and Builds for the Future



## In-Market

Initial Aiwyn Solutions  
Payments & Collections

## Scaling/Early Adoption

Initial PracticeOS Components  
Eng Letters, Billing, Relay

## In Development

Future PracticeOS Components  
Time Entry +

# In Market: Payments & Collections Delivers 4X ROI



|   |  |   |  |
|---|--|---|--|
| <b>40%</b><br>increase in late fees collected per month | <b>30-50%</b><br>decrease in outstanding receivables | <b>3X</b><br>increase in online client payments | <b>20%</b><br>decrease in paper check volume |
|---|--|---|--|

## Additional Value Prop Includes:

- Modernized Client Experience
- Increased Employee Engagement
- Back Office Time Savings
- Reduced Security Risk

# In Market: Aiwyn Payments & Collections Case Study



## CASE STUDY

QBR results for a **\$13M** Aiwyn customer.

### Decrease in Days to Pay in 18 mo.

49 day avg.

28 day avg.

**43% ↓**



**31%**

Invoices paid in Aiwyn in 2023

### Decrease in Check Volume Last Year

61% (2022)

46% (H2 2023)

**25% ↓**



# You Should Mention Aiwyn When a Firm...

- says a big problem for them is back office manual work
- is having issues with cash flow
- has expressed a build up of late AR
- wants to modernize client experience
- is looking to save partner and staff time
- has expressed interest in a payments portal

## Key Stats to Share:

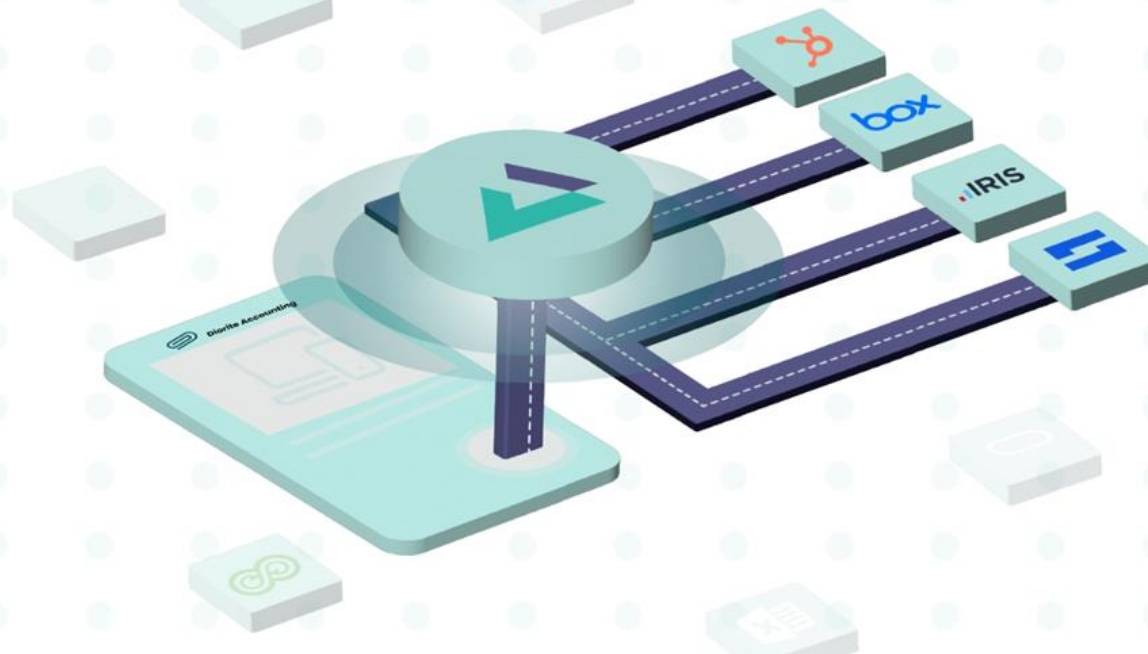
- **30–51%** reduction in outstanding receivables across Aiwyn firms
- **41%** increase in overall collections
- **3X** increase in amount of digital payments collected







# RELAY



Relay is Aiwyn's cutting-edge data ecosystem, seamlessly connecting, synchronizing, and automating actions across your entire tech stack. It's more than a solution; it's a revolution for your firm and client experience, allowing you to harness your most prized asset, client data, and concentrate on what truly matters — your team, your work, and your clients.







# Billing and collections is a (manual) mess

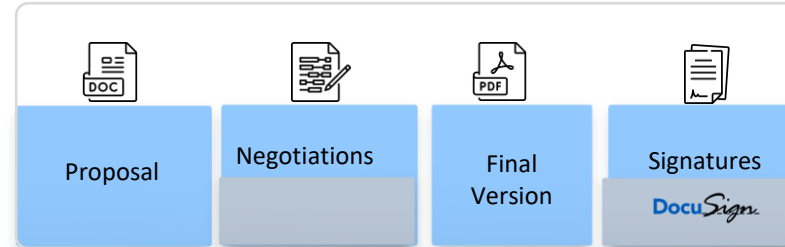


Practitioner



Client

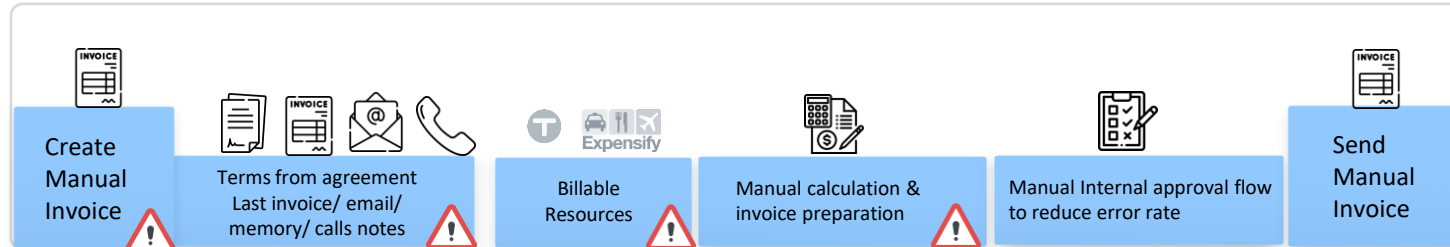
## Onboarding The Client



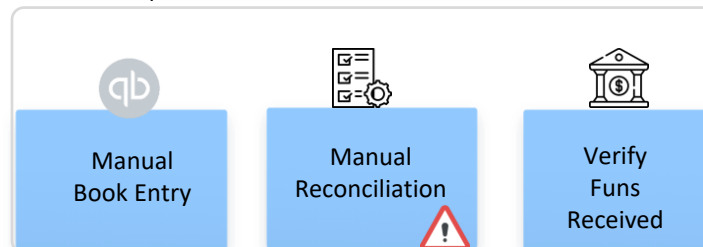
## Service Delivery



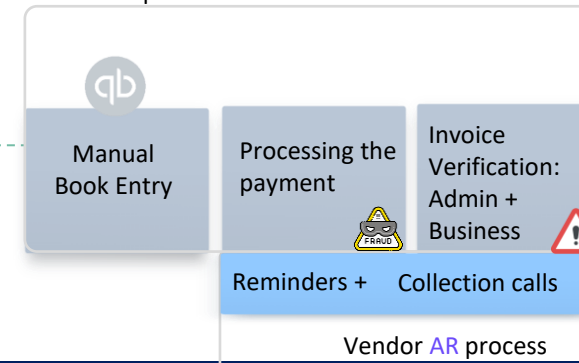
## Vendor AR process



## Vendor AR process



## Client AP process



Risk for Human Error



Risk for fraud



Vendor's Action



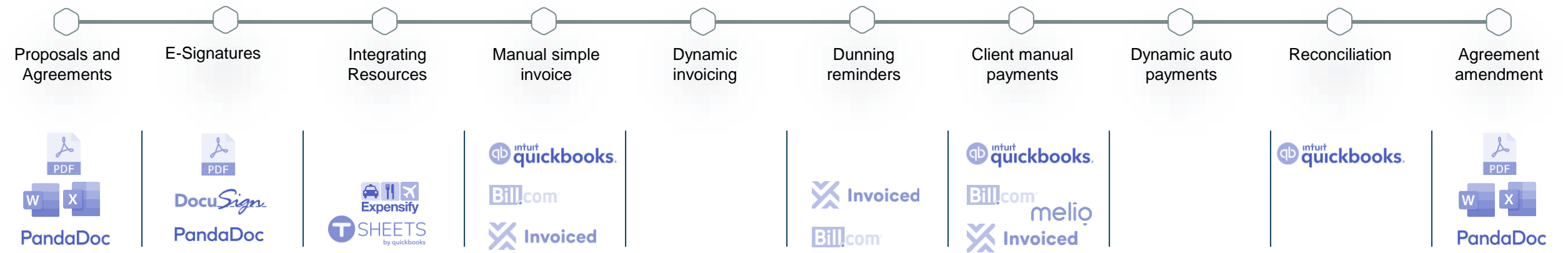
Client's Action



Both need to Act



However, existing ‘automated’ solutions are **siloed** across the value chain





## Causing the intrinsic cost (%) of every invoice to grow



**\$500 invoice**

~\$32 manual labor (not billable)

Revenue leakage – \$23 (4.6%)

CC processing fee - \$14.5 (2.9%)  
Or Cash, wire, check, QB - \$15

Merchant fee - \$2

Tools<sup>1</sup> - \$5

Other<sup>2</sup> - \$25

**Profit - \$398**

**Revenue loss – 20.4%**

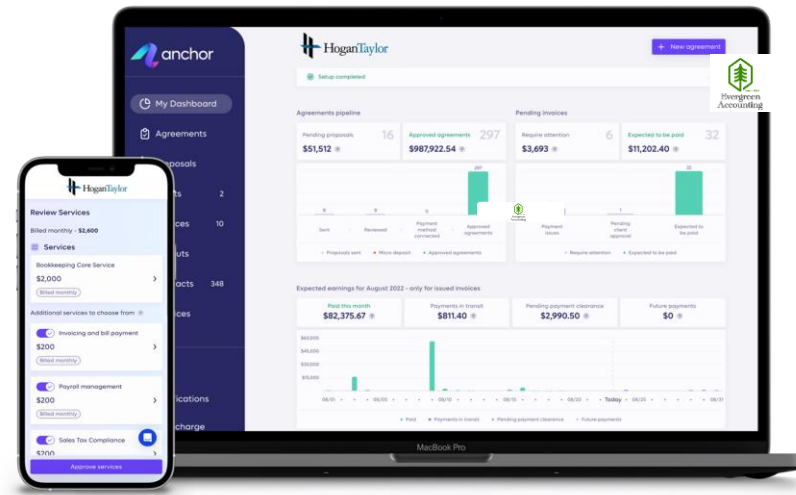


Calculation is based on a volume of 100 invoices per month

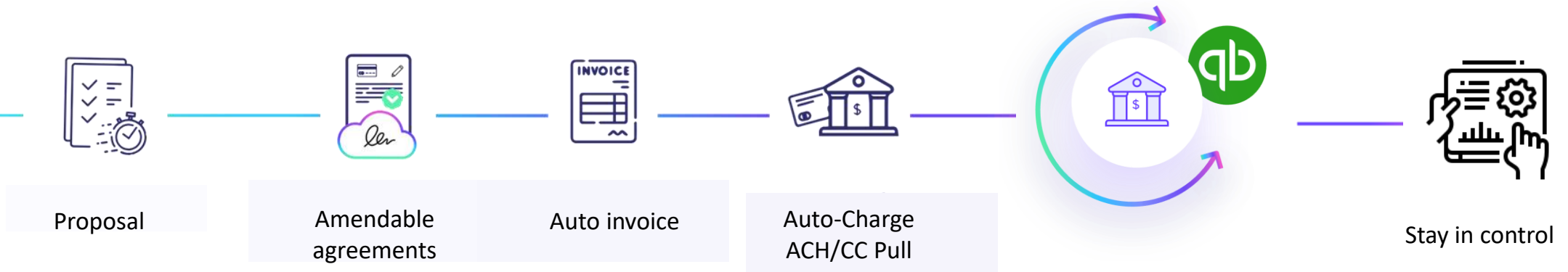
<sup>1</sup> Software tools e.g., signature, GL

<sup>2</sup> Late payments, penalties, fraud ~\$25 per invoice

# From proposal to paid, all in one. Streamlined, Connected, Automated.



Anchor automates the entire process of getting paid by clients, end-to-end. Send your Anchor proposals, and the platform will auto-invoice, auto-charge, and auto-sync with your accounting software while having full flexibility to amend signed agreement with the click of button.



No subscriptions,  
No credit card fees

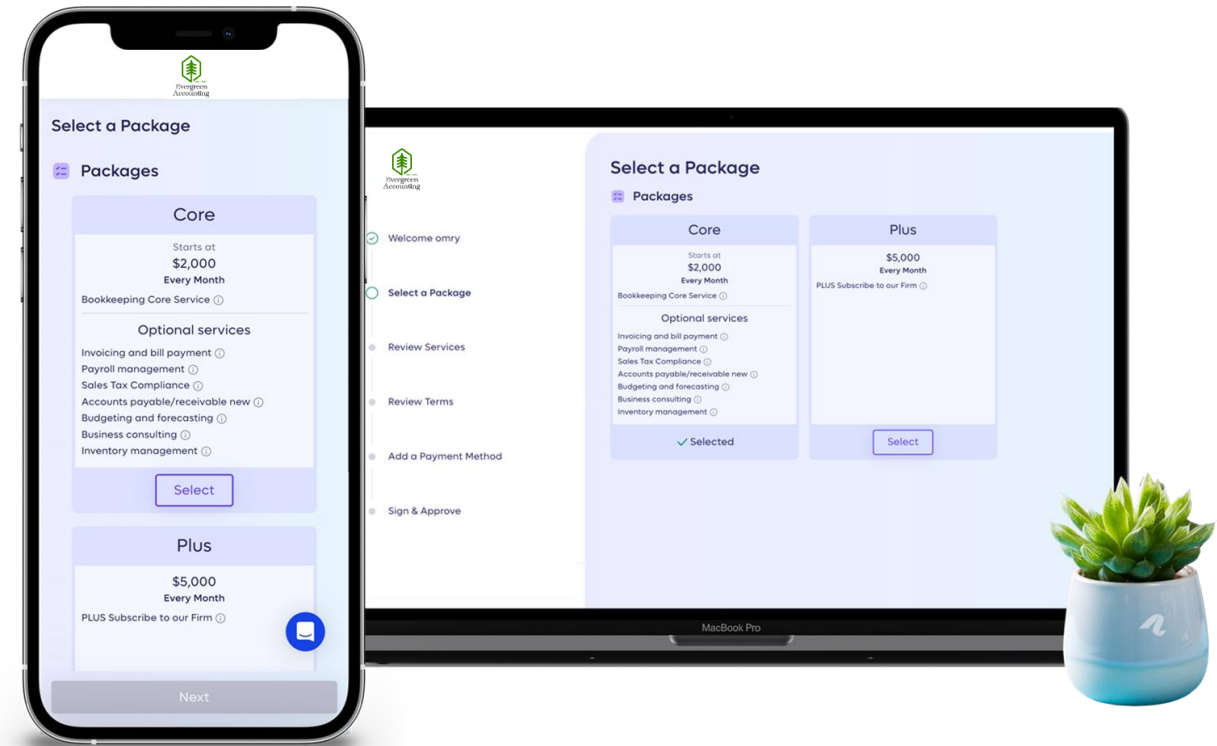


## Proposal

# Easily build and send Proposals

Simple, flexible and comprehensive proposal tool - choose services from your service library, add your terms, and send it to your client to digitally e-sign from every device.

- Pre populated service and proposal templates
- Multiple packages pricing
- Add optional services for your clients to choose from
- Automated notifications & reminders to sign
- Tracking tool to see signing progress.
- Credit card fees paid by the client as default (or by you)





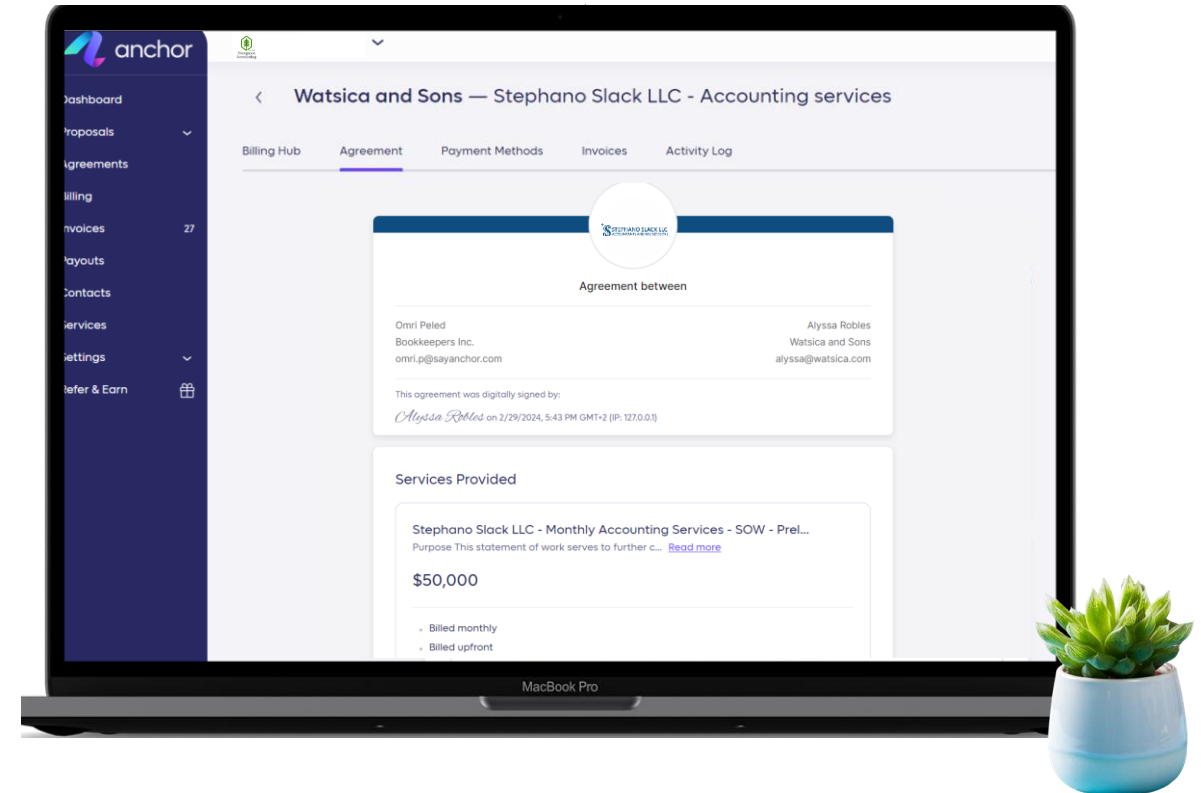


## Agreements

# Managing dynamic agreements Like your clients' needs.

Streamline your billing with amandable agreements to adopt to changing services, service scope, pricing and terms, with full flexibility control & visibility.

- Amend existing agreements in one click with auto-approve option
- A centralized place to Add charges or apply a credit
- Controlling and changing client payment methods
- An activity log to track and record account movement
- A dedicated client portal



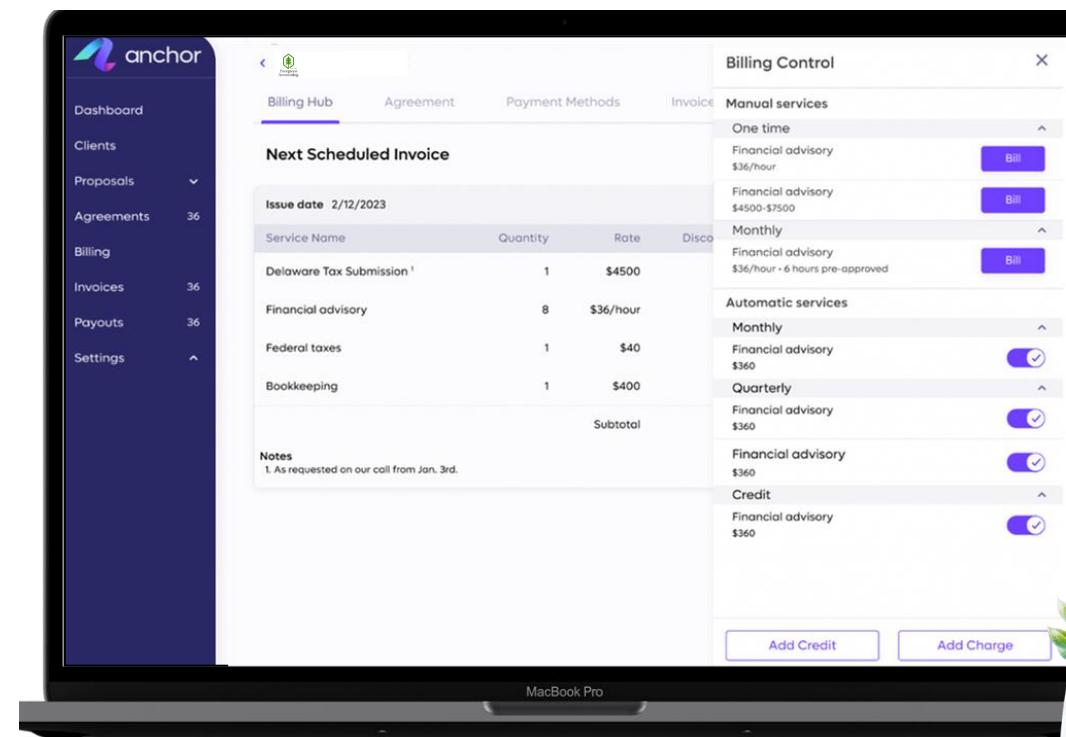


## Invoicing

# Harness the power of automated Invoicing

Whether it's recurring or one-time, automated or manual, fixed, by the hour or range-based, enjoy automated invoicing and have complete flexibility to modify, add or remove items from your invoices as needed.

- Automatically populates and sends invoices according to your terms, eliminating unnecessary manual work, saving time & money.
- Billing hub to manage all upcoming invoices, add out-of-scope charges and bill manual services when needed.



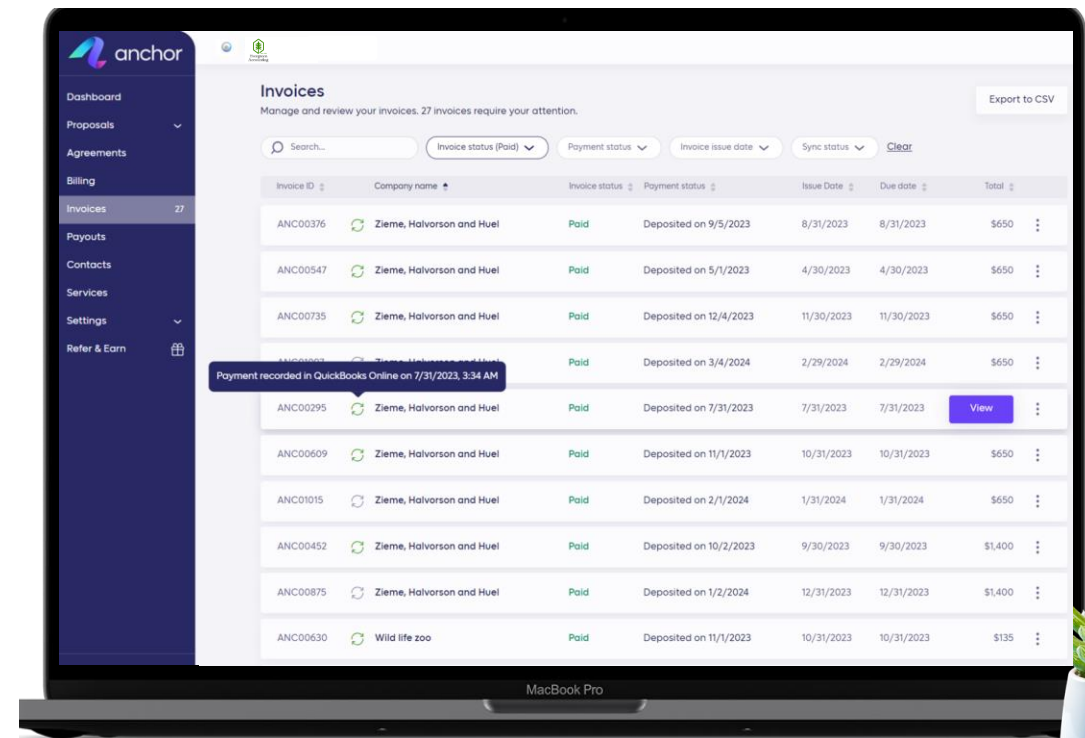


## Payments

# Client payments that are always paid on time, automatically!

Payment from clients are collected automatically and moved to your account automatically based on the agreement terms for zero DSO.

- Auto-charged via a pre-approved credit card or ACH
- Credit card fees paid by the client as default (or by you)
- Full visibility into payment status to track progress and manage failed or late payments.
- Payment process recorded is real time to QBO to Eliminate manual work & mistakes.



| Invoice ID | Company name              | Invoice status | Payment status         | Issue Date | Due date   | Total   |
|------------|---------------------------|----------------|------------------------|------------|------------|---------|
| ANC00376   | Zieme, Halvorson and Huel | Paid           | Deposited on 9/5/2023  | 8/31/2023  | 8/31/2023  | \$650   |
| ANC00547   | Zieme, Halvorson and Huel | Paid           | Deposited on 5/1/2023  | 4/30/2023  | 4/30/2023  | \$650   |
| ANC00735   | Zieme, Halvorson and Huel | Paid           | Deposited on 12/4/2023 | 11/30/2023 | 11/30/2023 | \$650   |
| ANC00295   | Zieme, Halvorson and Huel | Paid           | Deposited on 3/4/2024  | 2/29/2024  | 2/29/2024  | \$650   |
| ANC00609   | Zieme, Halvorson and Huel | Paid           | Deposited on 7/31/2023 | 7/31/2023  | 7/31/2023  | \$650   |
| ANC01015   | Zieme, Halvorson and Huel | Paid           | Deposited on 11/1/2023 | 10/31/2023 | 10/31/2023 | \$650   |
| ANC00452   | Zieme, Halvorson and Huel | Paid           | Deposited on 2/1/2024  | 1/31/2024  | 1/31/2024  | \$650   |
| ANC00875   | Zieme, Halvorson and Huel | Paid           | Deposited on 10/2/2023 | 9/30/2023  | 9/30/2023  | \$1,400 |
| ANC00875   | Zieme, Halvorson and Huel | Paid           | Deposited on 1/2/2024  | 12/31/2023 | 12/31/2023 | \$1,400 |
| ANC00630   | Wild life zoo             | Paid           | Deposited on 11/1/2023 | 10/31/2023 | 10/31/2023 | \$135   |



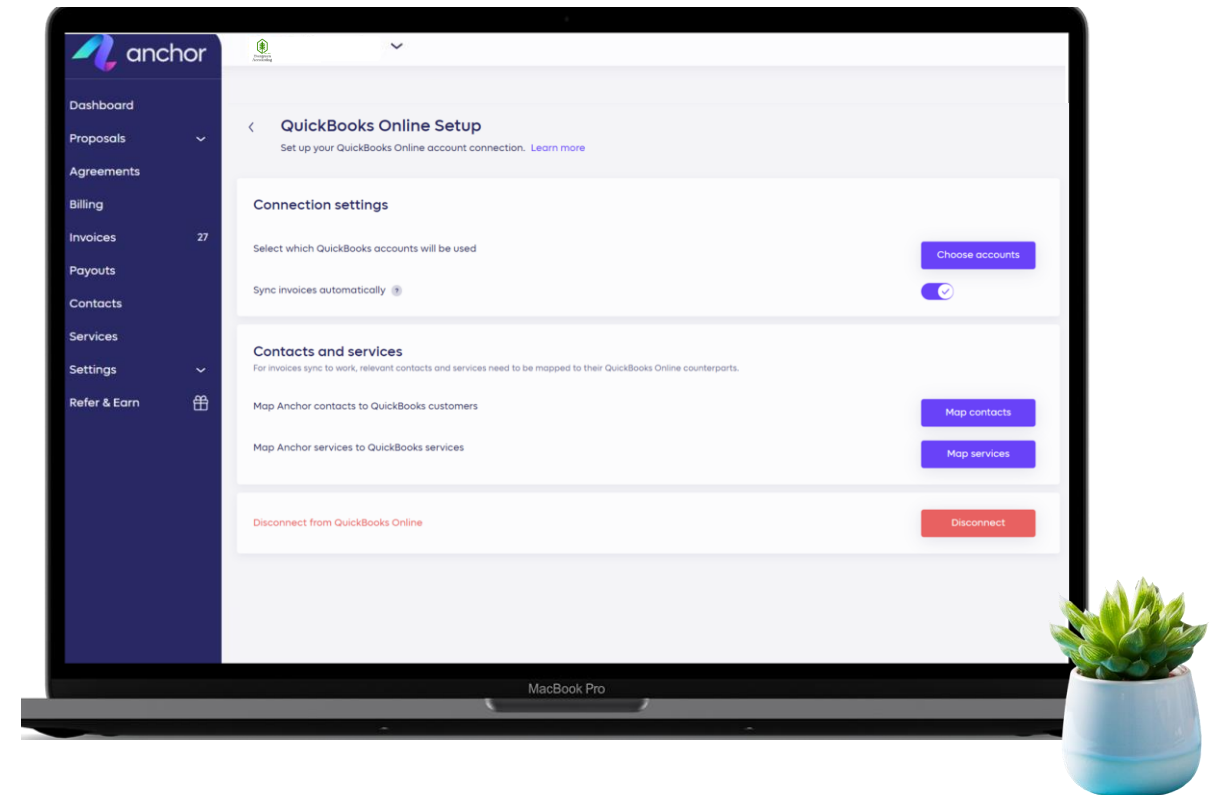


## QuickBooks Online Integration

# Stay fully synced with a native QuickBooks Integration

Keep your QBO up-to-date with automatic real time sync of invoices, payments and deposits.

- Contacts and services are mapped to quickbooks to maintain accuracy
- Invoices are created and mapped automatically to Quickbooks
- Payments and deposits are automatically recorded on Quickbooks and reconciled with the respective invoice
- Anchor's tracks invoices sync status in real time to make sure all is recorded in quickbooks accurately



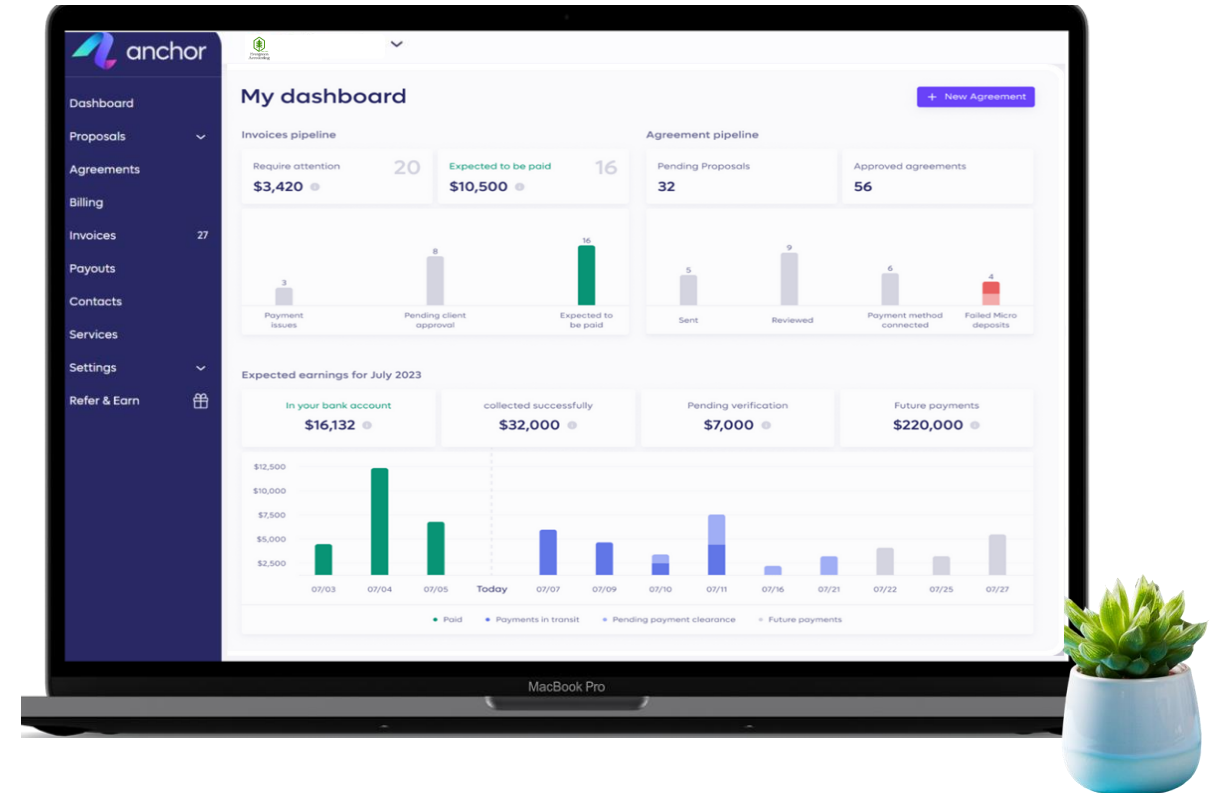


## Dashboard

# Stay in control with a responsive Dashboard

Peace of mind, control, KPIs. Once central view of the entire billing and collections process, from proposal to get paid.

- Track proposals status - sent, reviewed or approved
- Real time status of invoices and payments that are expected to be collected or require your attention
- View when upcoming payments will land in your account
- Click every place of the dashboard to be directed to take actions





## With everything **y**ou deserve

One unified platform. **No silos** from **proposal** to **paid**. **Always**.



+ Proposals  
eSignature

- Packages and add-ones
- Branded & beautiful
- High conversion
- Mobile first
- Simple to accept
- Fast onboarding
- Single source of truth



Auto invoicing

- Recurring
- Fixed
- Quantity
- Hourly
- Range
- Milestones
- Advances



Auto charge

- Fixed
- Hourly
- subscription
- Packages
- Add-ons
- Upon delivery
- Payment schedule
- Range pricing



Payment  
processing

- No merchant account
- Free ACH
- CC
- Secure
- Consistent



Auto QBO Sync

- Native API
- Automated
- Secured
- Reliable
- Transparent




Immediate ROI+

- Save cc fees
- Free you AR tasks
- No revenue leakage
- AR on autopilot
- 5 Apps in One



With simple, Pay-As-You-Go, Pricing

\$5 per payment

| Example: \$3000 invoice  |  anchor | Competition                                     |
|--|--|---|
| Advanced proposal tool, automated billing, collections and reconciliation, client portal and amendable agreements. | All included, no subscription<br>\$0   | Multiple paid tools, and manual work to connect |
| Transaction cost   | \$5  | \$30 (1%)                                       |
| Credit card fees   | \$0<br>(- 2.9%+30¢, paid by the client)  | \$130<br>( ~3%, paid by the client )            |
| Total cost per invoice   | \$5  | \$30-\$130                                      |
| Estimated (unbillable) time saved, per employee  | 10%-20%  | 0   |





**POWER THE DIGITAL FIRM®**  
Integrate, Automate & Transform Accounting

**Subscription-Based AI Platform  
to Modernize Accounting (Firms)**

One Platform

*Power the Digital Firm<sup>®</sup>*

One Mindset

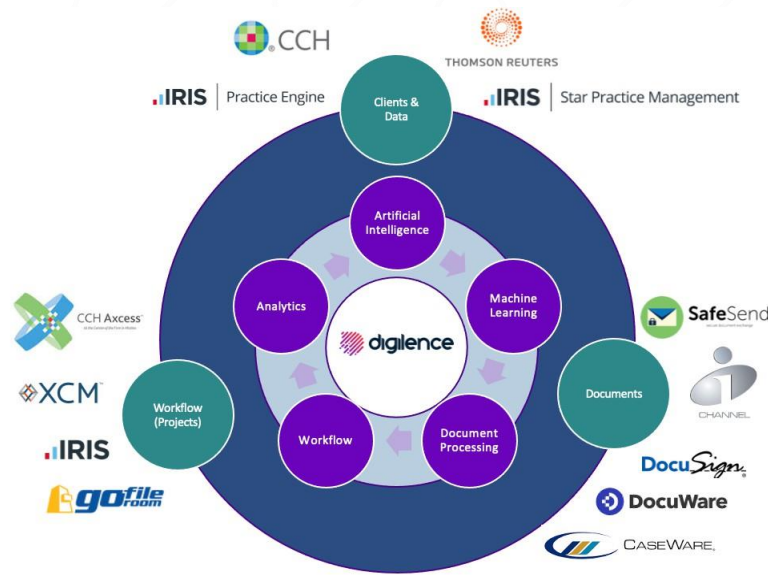
*Think Digital First<sup>®</sup>*

# The Diligence Cloud Powers the Digital Firm<sup>®</sup>

with a comprehensive suite of cloud based, AI-infused digital solutions.

## Tailored for Accounting. All on 1 Subscription Platform.

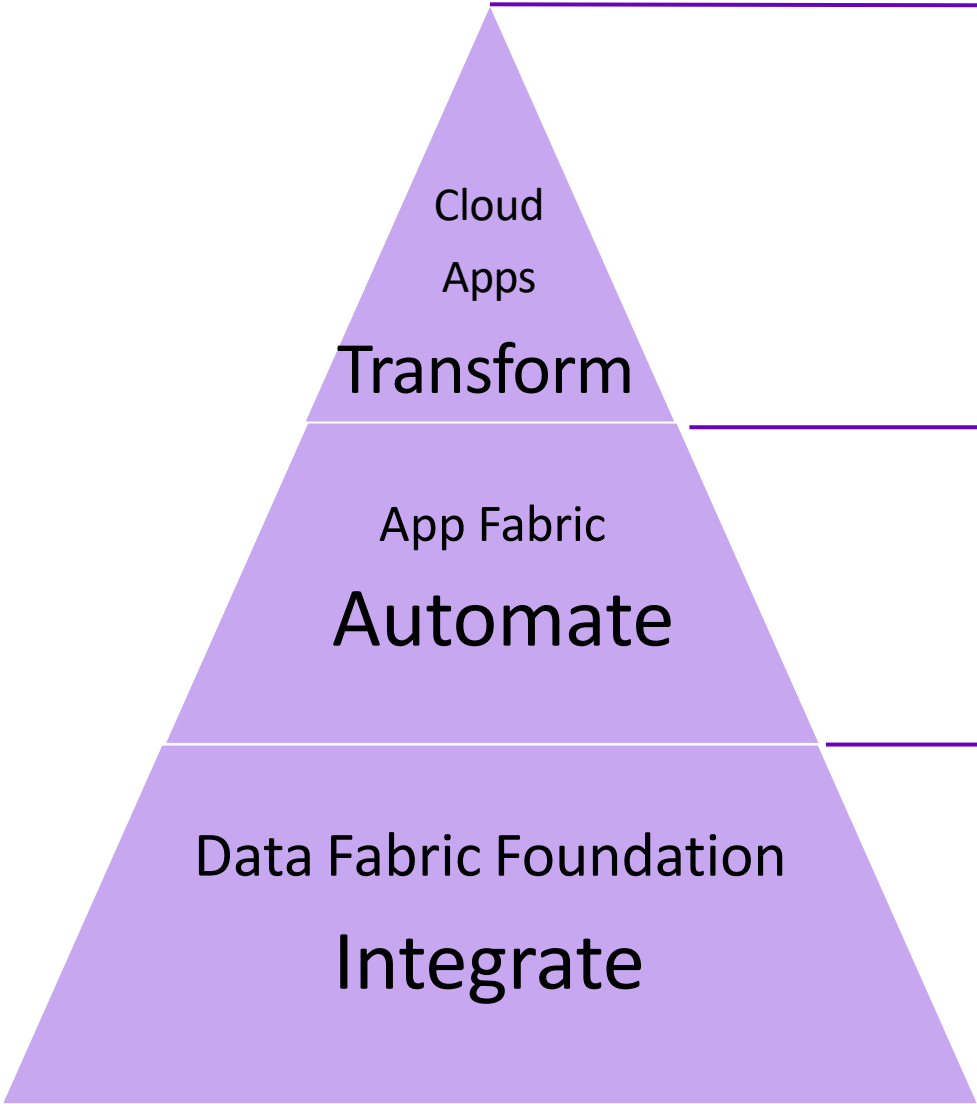
Tailored specifically for the accounting industry, the Diligence Cloud delivers a suite of off-the-shelf *subscription products* to digitize inefficient processes, modernize firm delivery, and transform the client experience across tax, audit, and the client engagement lifecycle for top 400 accounting firms, all on a single subscription-based platform.



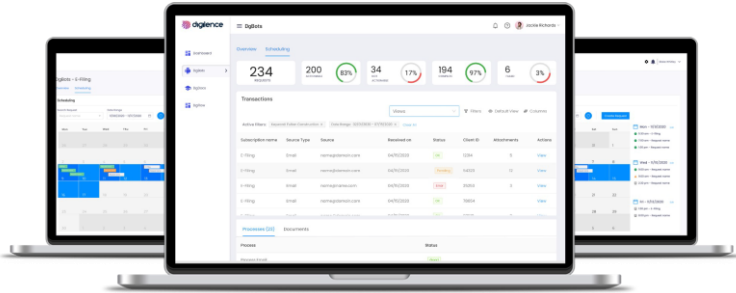
- ✓ **Integrates** and consolidates the ecosystem of tools and data across the firm
- ✓ **Automates** and digitizes all inefficient or manual processes across the firm's practice areas
- ✓ **Transforms** and streamlines the user experience for the firm and for clients (a single web/mobile suite of "apps")

# Digilence Cloud - One Platform

To Integrate, Automate, & Transform Accounting



- 👤 Clients
- 📁 Documents
- ✉ Messages
- ⚙ Automations
- 🔄 Workflow
- ☰ Tasks
- 📊 Data
- ⚙ Settings



**Artificial Intelligence**



**Machine Learning**



**Document Processing**



**Workflow**



**Analytics**

AUTOMATE CLIENT DATA



AUTOMATE DOCUMENTS



AUTOMATE WORKFLOW



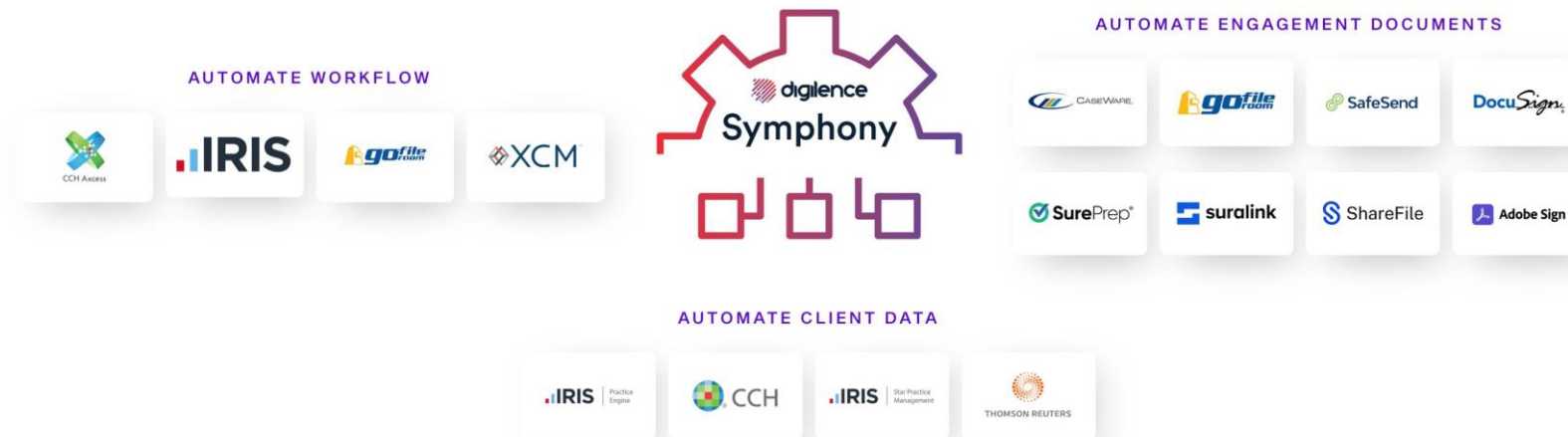
# Integration

Connect anything to  
everything



# OUR ACCOUNTING AUTOMATION **Integration**

## WE CONNECT THE SYSTEMS, SO YOU CAN CONNECT THE DOTS



# Its like “Zapier for Accounting”



## SaaS Integration

- Diligence delivers the only subscription-based integration platform dedicated to the Accounting Firm ecosystem.
- Pre-built turnkey integrations for all your key systems
- Connect and integrate all your engagement and client data systems together into a single data fabric
- Leverage pre-built API integrations with all the leading systems
- Comprehensive cloud integration to support data fields not available in vendor APIs
- No coding necessary - Diligence delivers everything you need to have plug-n-play integrations with your cloud systems

**CRM, PM, Engagement, Workflow, Documents**

## IntegrationOps

- Leverage full integration and automation interoperability between your cloud solutions and legacy solutions
- Achieve UI automation in a fully autonomous manner to scale integration with legacy systems. Include "hard to get" data points, even if they're not supported in APIs
- Manage data agents and data handlers across your ecosystem of data sources
- Treat documents as data sources, essentially integrating all client engagement content regardless of where it lives

**No-code integration for Accounting Firms**

## SaaS Automation

- Create a single version of truth across client data and client workflow
- Enable value-add automations around WK/CCH, Thomson Reuters, and IRIS systems
- Leverages accounting-specific AI and ML data models to validate, consolidate, and unify your client data
- Identify and improved data gaps and inconsistencies that stand in the way of becoming a Digital Firm
- Bring your internal client data to life with a digital platform so you can leverage AI to its fullest

**The best of AI for your internal data**

## AutomationOps

- A system that "knows" what each step is doing what across all the fragmented systems in your workflow
- A system that "knows" where the data or automation gaps are, and knows when human intervention is required. Insert the human only when or where needed
- A system that knows the optimum digital flow, and knows when to call each system for each step and the best way to source and normalize the data
- An intelligent AI engine that can orchestrate any flow across legacy systems to assemble, deliver, engage, review and track any engagement flow

**No-code automation for Accounting Firms**



# Automation

**Automate the manual process,  
in & around your legacy systems**

# Tax Automation



## Gather

- ✓ Engagement Automation
- ✓ Engagement Letter Assembly
- ✓ Engagement Letter Tracking
- ✓ Automated Document Requests
- ✓ Unified Client Portal
- ✓ Client Collaboration



## Prepare

- ✓ Document Tracking
- ✓ AI Document Processing
- ✓ Data Normalization & Validation
- ✓ Auto-populate Tax Systems



## Review

- ✓ Task Automation
- ✓ Workflow Automation
- ✓ AI Powered Notifications (Digital Advisor)



## Deliver

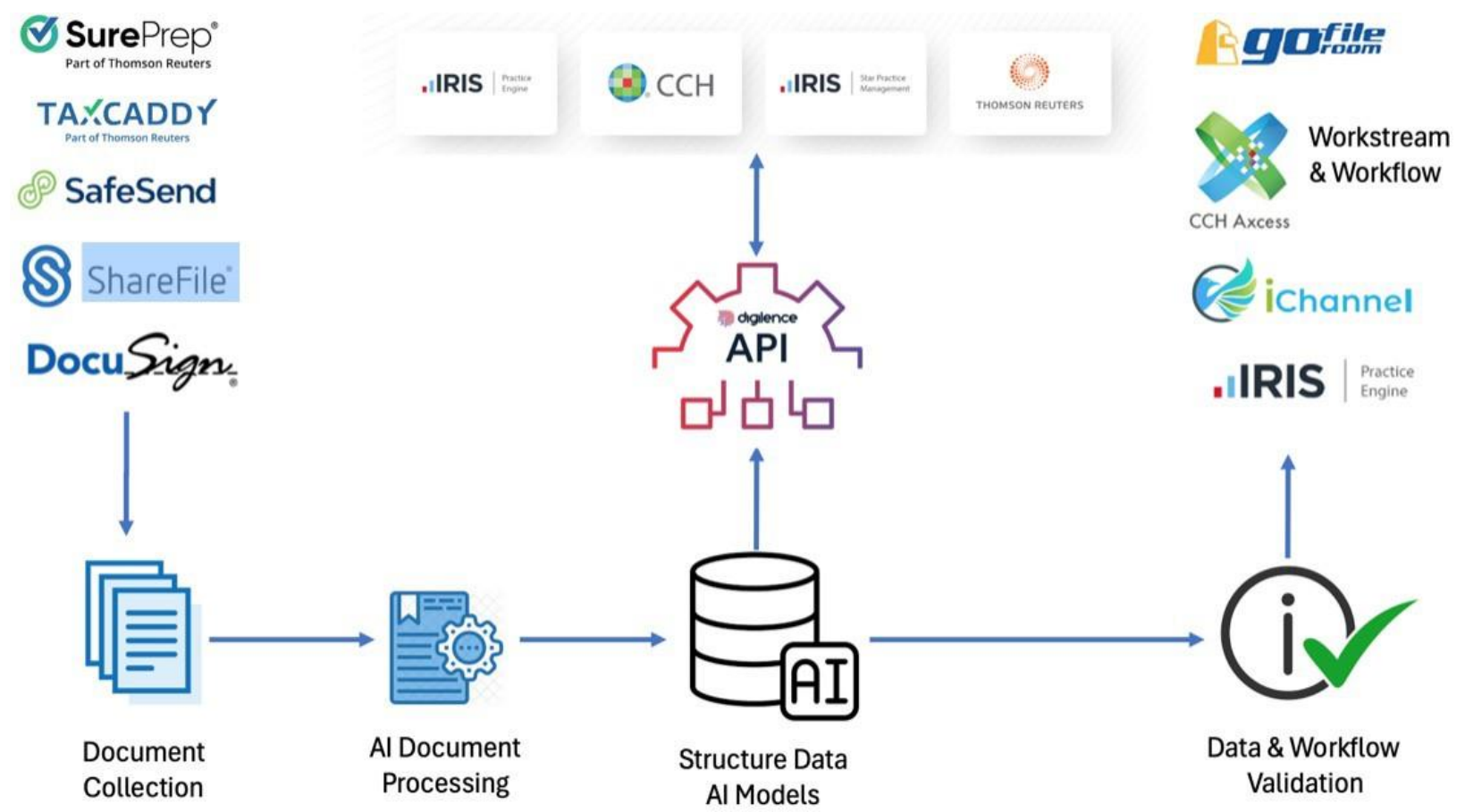
- ✓ Auto Print and Export
- ✓ Assembly and Delivery
- ✓ E-Sign
- ✓ AI Powered Client Collaboration



## File

- ✓ 8879 Collection
- ✓ 8879 Processing & Validation
- ✓ Automated E-Filing
- ✓ Automated Workflow
- ✓ Automated Doc Management

# Engagement Automation



# Cloud App Suite

**Consolidate and replace systems  
with a single digital platform**

# Problems with existing Portal Solutions



## 1. Old and outdated technology

- All leading legacy solutions for Document Management & Portal are outdated, old and clunky
- Further, they are an isolated tech stack and simply can not innovate fast enough to keep up

## 2. Multiple separate systems:

- Document requests, PBC, client portal, doc management, reminders...it's all a continuum
- The existing landscape delivers these as separate systems, leaving many gaps

## 3. Not integrated, not consolidated:

- Because everything is a separate system, they don't integrate and talk to the core systems
- Some firms have custom built integrations, but those will break as the CRM/PM landscape changes

## 4. Not modern and no integrated, pragmatic AI:

























- Any modern system today should make full use of the modern tech stack
- Everything should be cloud-native, digital-native, mobile-native, and AI-native

## 5. Too costly:

- Each platform today is too costly; in most cases, 1.5X to 2X the standard in other industries
- Further, since firms often have 5-10 systems for document collaboration, the total cost is 5X+

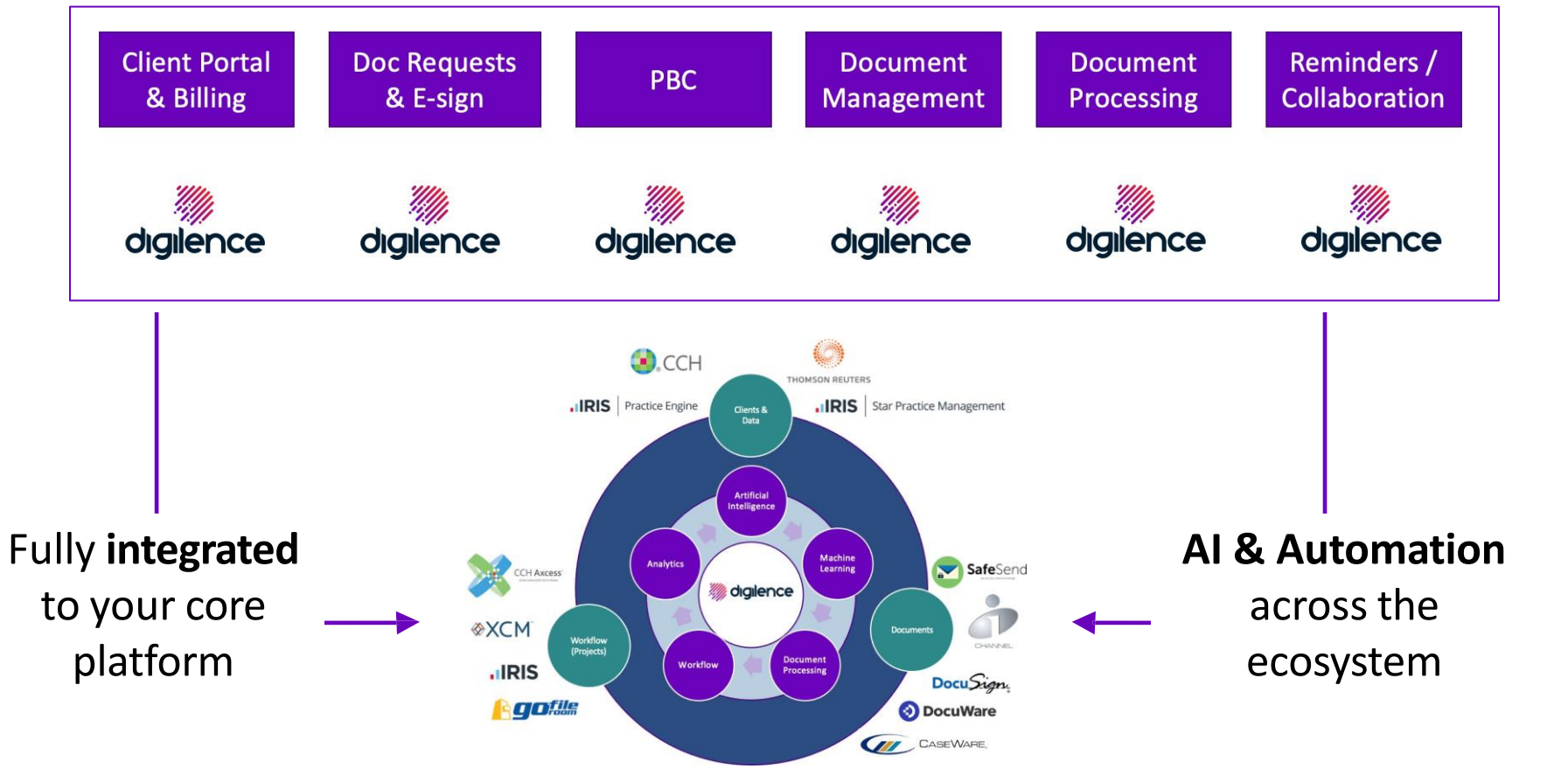
# Current Landscape (too many systems)



| Client Portal   | Client Doc Requests   | PBC   | Document Management  | E-Sign  | Reminders / Collaboration   |
|---|---|---|--|---|---|
| <br>ShareFile. |  SafeSend<br><small>secure document exchange</small> | <br>ShareFile. |  CASEWARE.        |  DocuSign.   | <br>CCH Client Collaboration |
| <br>SharePoint |  SurePrep®   |  suralink        |  go file room     |  SafeSend<br><small>secure document exchange</small> |   |
| <br>CCH Portal |  DocuSign.   |  AuditDashboard  |  CHANNEL          |  pd<br>PandaDoc                                      |  Avii™                       |
|  CHANNEL     |   |   | <br>CCH Document |  AssureSign  |   |
|  Avii™       |   |   |  DocuWare       |  Adobe Sign   | <br>Liscio                   |

Confidential

# Digilence One Platform – End State



Fully integrated  
to your core  
platform

AI & Automation  
across the  
ecosystem



AI

Leverage built-in AI for your internal  
client data & workflow

# Internal Client AI: “Hey Digilence...”



**Ask the Digilence Advisor**



## **Ask for Status**

1. Did we receive signed engagement letter for ABC co?
2. How many 1040s did we file last year?
3. Show me all outstanding 8879s
4. Show me clients that extended last year

## **Ask for Action**

1. Show me the Engagement letter for ABC company
2. Show me the 8879 for XYZ company
3. Send a reminder to clients that are late on 8879
4. Send a reminder to clients that are late on organizer
5. Extend my clients that extended last year
6. **Automate the Tax Return for ABC Corp.**

# Digilence Cloud Demo

**What's Possible?**

# Time Credit



The fastest way to write accounting memos



# The Solution

TimeCredit is a Research and Document Generation platform that writes technical accounting memos in two minutes.



Win more  
engagements



Serve clients faster



Increase employee  
satisfaction

# Built with your concerns in mind

## The secure option

Our models run on **dedicated servers** to maintain privacy agreements made with clients

We provide an **automated redaction tool** to provide additional privacy

Scheduled for **SOC2 compliance\*\***

## The accurate option

Models are **connected to** accounting guides and **accounting standard codification** to ensure accuracy

Models are further fine-tuned using your memos

## The efficient option

Current documentation processes have few automation tools

Users will **save up to 90% of the time** it takes to draft memos from scratch

**\*\* Security Whitepaper available**



# Respond to prompts directly in the platform

← Documents  
Creating new document

Cancel Save as draft

**New Document Creation**

- ☒ Memo Details
- ☐ Uploading Additional Data or Files (Optional)

**Step 1: Memo Details**

Provide the Title and Description for the Memo

Enter the title of the memo

ASC Topic 606, Revenue from Contracts with Customers

Add description of the the memo

A memo documenting management's revenue recognition policy in ASC 606 Revenue from Contracts with Customers

What main points do you want to cover?

Enter the main points here...





# Upload relevant contracts/tables/agreements

[← Documents](#)

Cancel

Save as draft

Creating new document

New Document Creation

✓ Memo Details

Title

ASC Topic 606, Revenue from Contracts with Customers

Description


A memo documenting management's revenue recog...

● Uploading Additional Data or Files

Step 2: Uploading Additional Data or Files

Enhance your memo by attaching supplementary data or files. You may skip this step.

Attach any relevant data or files to complement the memo



Select a file or drag and drop here

XLS, DOC or CSV, file size no more than 100MB

Select File



# Wait two minutes for the first draft

← Documents  
Creating new document

Cancel Save as draft


New Document Creation

- ✓ Memo Details
  - Title: ASC Topic 606, Revenue from Contracts with Customers
  - Description: A memo documenting management's revenue recog...
- Uploading Additional Data or Files

### Step 2: Uploading Additional Data or Files


Enhance your memo by attaching supplementary data or files. You may skip this step.

Attach any relevant data or files to complement the memo



Select a file or drag and drop here

XLS, DOC or CSV. File size no more than 100MB



Generating document...

This entails contract identification, separating performance obligations, allocating transaction price, and recognizing revenue upon delivery of goods or services as per the agreed consideration.

### BACKGROUND ###



SUPERVIZOR

.

# •Continuous Audit Analytics

DISCOVERY PRESENTATION



- CFOs of large companies struggle with ineffective accounting controls

### Common challenges

- › Finding errors in millions of transactions each year is like finding a needle in a haystack
- › Detective controls are mostly manual, time-consuming, and partial
- › Lack of real-time monitoring
- › Talent acquisition and retention

### Consequences

- › Limited coverage leads to control gaps and inaccuracies going undetected
- › Higher vulnerability to fraud and non-compliance risks
- › Financial reporting reliability challenges

Organizations lose  
**5%**  
of revenue to fraud each  
year

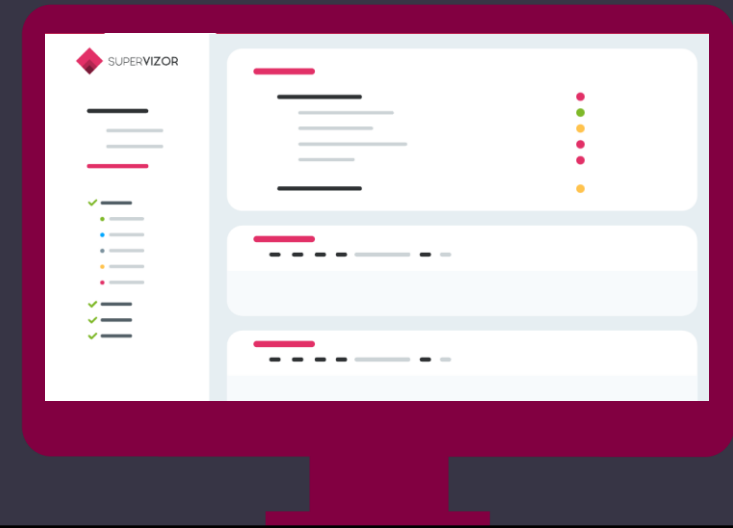
Data entry errors  
**1%**  
of all manual transactions

T&E-spend violations  
**292%**  
increase from 2015 to 2023

Duplicate vendor payments  
**1.5%**  
of all payments

Sources: [Report to the Nations](#) (ACFE)

Supervizor is a plug-and-play analytics platform that provides 350+ accounting controls to continuously detect anomalies and strengthen financial accuracy



Our mission:

Empower  
organizations to  
easily audit  
themselves



### Exhaustivity

- › 100% of transactions testing
- › Wide range of accounting risks covered
- › Analyze all your ERPs in one platform



### Continuity

- › Continuous monitoring
- › Automated data import
- › Automated cleaning and enrichment of transactions



### Autonomy

- › Independent from internal audit, external auditors and consultants
- › No technical skills required
- › Automated prioritization of results



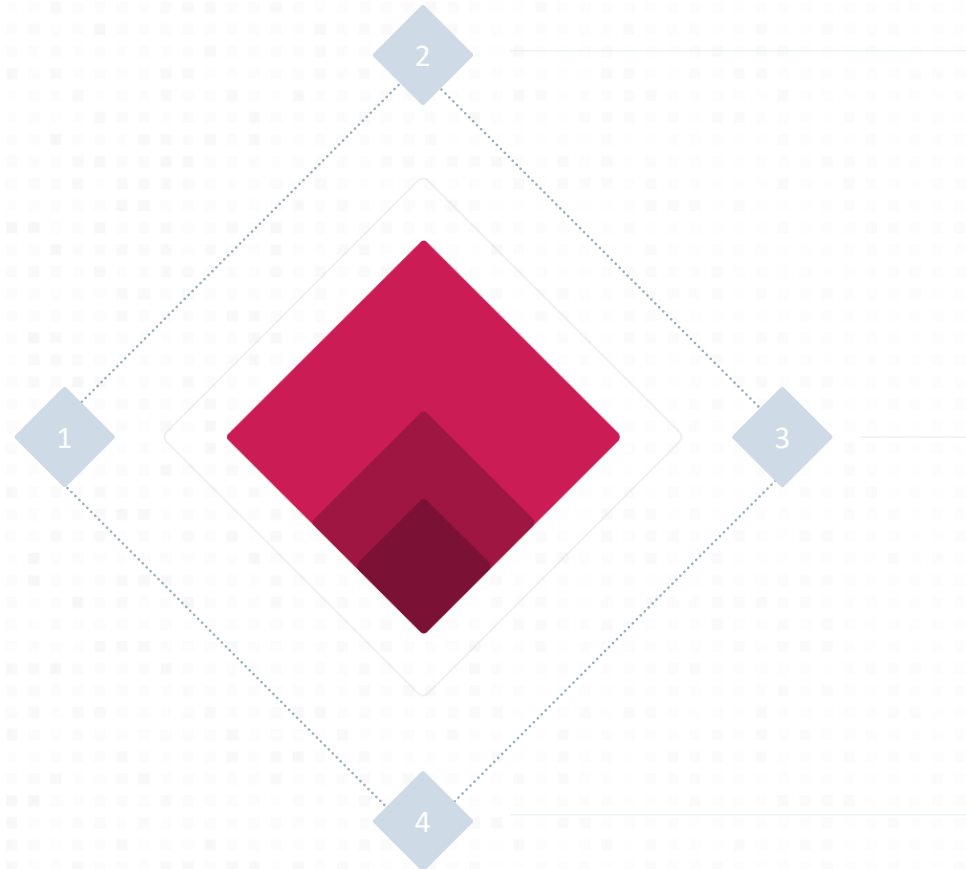
- The only plug-and-play solution for anomaly detection

## Unique data enrichment

Connection with market-leading ERP systems



Supervizor is the only technology on the market that can natively make sense your accounting transactions without set-up and data cleaning



## Large set of controls

A library of 350+ controls covering a wide range of risks

## Anomalies investigation

Collaborative workflow to investigate anomalies with direct access to underlying accounting data

## Power BI reporting

Exportable dashboards with high-risk transaction focus



# That provides you with 350+ ready-to-use control points

## Example of controls per use cases

86

### Accounts Payable

- › Unusual AP Accounting Patterns
- › Duplicate Payments
- › Payments to High-Risk Suppliers
- › Abnormal Account Balances
- › High-risk keywords found in payments

55

### Account Receivable

- › Unusual AR Accounting Patterns
- › Sales to High-Risk Customers
- › Invoice Amount Discrepancies
- › Abnormal Account Balances

66

### SOX Controls

- › Segregation of Duties Violations
- › Users Activity
- › Unbalanced Entries
- › Unauthorized User Activity
- › Incorrect Accounting Patterns

50

### Treasury

10

### Bank Details

16

### T&Es

12

### Variances & AI-based

## Benefits

Create capacity for Finance and Accounting to focus on what matters most.



25x  
Effectiveness

From 4% of transactions analyzed to 100%, more frequently, to enhance the accuracy of reports



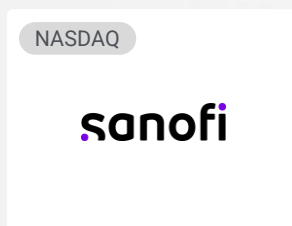
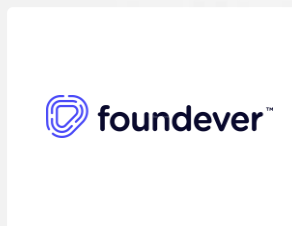
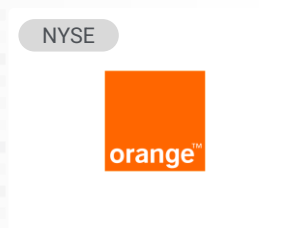
85%  
More efficiency

Get immediate access to all anomalies. Focus your time on investigations instead of data preparation and script building

Streamline  
Accounting  
Operations

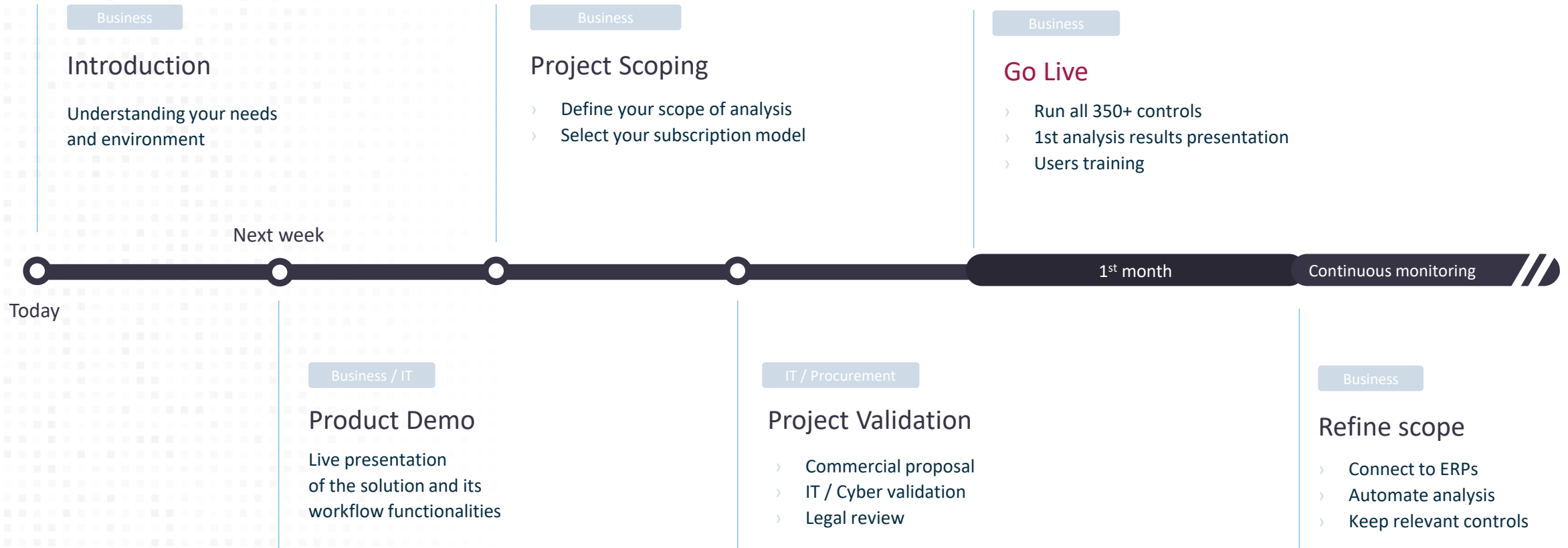
Identify blind spots and improve your accounting processes monthly to get fewer results over time

We work with  
leading  
global  
brands  
across all  
sectors





- Get started with Supervizor in a few weeks





- Continuous Audit Analytics

- No setup.  
For real.

# SOLVING STAFFING CHALLENGES AND CREATING EFFICIENCIES WITH A CENTRAL OFFSHORE DELIVERY CENTER





# INDUSTRY CHALLENGES



Staff shortages / access to professionals



Increasing costs



Change management and deployment of innovative solutions



Streamlining the client and team experience



Improving audit quality



Empowering the use of data – preparing for the audit-of-the-future



# INDUSTRY TRENDS

Firms are beginning to adopt centralized delivery model outsourcing services supported by cutting edge technologies which solves industry challenges by:

Providing access  
to talent in a low-  
cost jurisdiction

Centralization  
simplifies  
technology  
roll-out

Specialization  
improves audit  
quality

Client and team  
experience  
dramatically  
improved

# WORKING WITH ASSURANCE PREP

Assurance Prep is a leading outsource provider with some of the most experienced outsourcing professionals in the industry.

We know the change management challenges local offices face when adopting this delivery model differentiating us from our competitors.

Partnering with Assurance Prep will allow your firm to have a focused plan to successfully implement a highly impactful offshore strategy.





# COMMERCIAL AUDIT PROCEDURES

AssurancePrep can perform various tasks for commercial audit engagements. All procedures will follow your firm's methodology and all work will be produced using your firm's technology and preferred templates. Typical audit procedures for commercial engagements includes but is not limited to:

- Engagement Setup – including drafting engagement letters, legal inquiries and confirmations
- Cash and cash equivalents – bank reconciliation testing
- Accounts Receivable Subledger – verifying credit balances, related party amounts and economic dependence
- Accounts Receivable Confirmations – conduct sampling, prepare and track confirmations, conduct alternative procedures for confirmations not returned
- Accounts Receivable Allowance for Doubtful Accounts – identifying accounts not provided for that meet a specific criteria
- Accounts Payable Subledger – search for unrecorded liabilities, expense cut off testing
- Inventory – price testing, inventory test count tie out to the final inventory listing, net realizable value testing, obsolescence testing
- Revenue test of detail and cut off testing



# PENSION PLAN AUDIT PROCEDURES

AssurancePrep can perform various tasks associated with most pension plan engagements which can include:

- Contributions, Eligibility and Payroll testing – tracing various participant data and ensure calculations agree with contributions, deferrals, etc.
- Investment Income Allocation testing – verify investment allocations elected for each participant and confirm rates of return
- Rollover testing – ensure all rollovers were made in accordance to plan provisions
- Non-Discrimination Testing & Analytics – inspect evidence of all relevant IRC compliance testing and analyze plan expenses
- Remittance testing – prepare a summary of schedule of contributions, review and trace findings
- Distribution testing – trace distributions for accuracy and ensure proper taxes were withheld and rollovers documented
- Notes Receivable testing – document that loans were made in accordance to plan provisions



# OUTSOURCING FOR TAX & CAS

The AssurancePrep team can also perform many activities within your firm's tax practice. Examples of these procedures would be:

- Organization of client documentation
- Preparation and completion of:
  - Personal tax returns (1040s)
  - Corporate tax returns (1120s)
  - Partnership tax returns (1065s)
- Support in tax advisory engagements including relevant tax calculations and models

The AssurancePrep team can also be utilized for your firm's Client Accounting Service work including:

- Performing tasks associated with:
  - Outsourced bookkeeping
  - Outsourced functions within a finance department (i.e. AR / AP)



# INTERNAL AUDIT PROCEDURES

AssurancePrep can perform many of the routine tasks associated with most internal audit engagements including:

## Risk Assessment

- Identifying and assessing key risks that may impact the organization's objectives.
- Evaluating the adequacy of the risk management processes in place.

## Control Testing

- Reviewing and testing the effectiveness of internal controls to ensure they are operating as intended.
- Verifying compliance with established policies and procedures.

## Financial Audits

- Examining financial statements to ensure accuracy, completeness, and compliance with accounting standards.
- Reviewing financial transactions and records for anomalies or discrepancies.

## Operational Audits

- Assessing the efficiency and effectiveness of operational processes.
- Identifying opportunities for process improvements and cost savings.



# INTERNAL AUDIT PROCEDURES

## Information Technology Audits

- Reviewing IT systems and infrastructure to assess security and data integrity.
- Evaluating the effectiveness of IT controls and policies.

## Governance Audits:

- Assessing the overall governance structure and practices.
- Evaluating the roles and responsibilities of key stakeholders.

## Performance Audits

- Evaluating the performance of specific functions or departments.
- Benchmarking against industry standards or best practices.

## Follow-up Audits

- Verifying the implementation of recommendations from previous audits.
- Ensuring that corrective actions have been taken.

## Vendor and Contract Audits:

- Assessing the compliance of vendors and contractors with contractual agreements.
- Evaluating the risks associated with external relationships.



# THE RESULTS

OUTSOURCING TASKS TO A CENTRAL PROCESSING CENTER ACCOMPLISHES THE FOLLOWING:

## Outsource Non-Complex Activities

Transition engagement preparation and routine procedures into lower cost personnel



## Better Client Service

Reduce clients' time responding to queries and improve client experience



## Increased Operational Efficiency

Address staffing deficiencies while increasing realization rates



## Time Savings

Free up audit staff hours to work on more complex and value added tasks



## Ensure High Quality

Standardized data reduces errors and ensures protocols are followed



## Improve Technology Adoption

Offload the responsibilities of utilizing the technology your firm has acquired to the AssurancePrep team





# FOR MORE INFORMATION :

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assuranceprep

Unlocking the potential of your practice

# Build Your Global Team and Increase Your Capacity

# Datamatics



An integral part of  
Datamatics GROUP of Companies

**DATAMATICS**

Established  
**1975**

Turnover  
**\$200Mn**

Staff  
**10,000+**

Clients  
**2,000+**

Global  
Delivery Centers  
**4**

 **Datamatics**  
Business Solutions

Working with  
CPA/Accounting Firms  
**20+ years**

**1,200+**  
Workforce

**150+**  
CPA/Accounting  
Firms

# Global Teams At Datamatics



1

## **Experienced:**

20+ years working *exclusively* with accounting firms

---

2

## **Trusted:**

150+ firms work with us, ranging from small to large

---

3

## **Comprehensive:**

1,200+ practitioners in the full range of CPA services: tax, audit, CAS etc.  
Experience and expertise with several leading software solutions.

---

4

## **Streamlined:**

We minimize your time investment overhead (hiring, training & re-training staff, etc.)

---

5

## **Secure:**

All the work is done in your network, so no data is transferred out; SOC, GDPR & ISO certified

# A New Environment



Hybrid &  
remote work

Talent crisis  
in the U.S.

Talent surge  
globally

**25%+ of firms in US now outsourcing**

CPA Trendlines Survey 2024

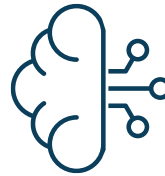
# The Emerging Solution



## Global Teams

- Revenue & quality
- True teamwork

+



## Technology

- Implementation
- Process improvement

+



## Culture

- Deeper connections w/ clients & mentors
- Cross-cultural



# Why Global Teams?



## Success Factors

### Workload Size



Stressful workload;  
Difficulty adjusting to peak seasons

### Task Enjoyment



Tedious tasks lead to burnout

### Firm Culture



More project-oriented

### Client Experience



Missed commitments  
Infrequent communication

### Revenue Growth



At or near full capacity ->  
Cannot take on new clients

## Before

## After

Less stress -> attract & retain talent  
Seasonal scalability as needed

More rewarding tasks:  
Higher-level tasks; client-facing

More client-oriented

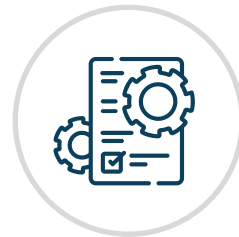
Projects finished early  
More time spent with clients

Able to scale staff team quickly

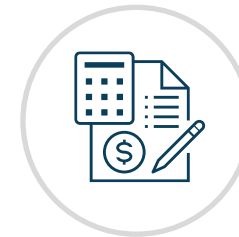
# Your Firm + Datamatics



**Bookkeeping**



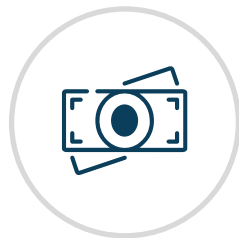
**CAS/CAAS  
Accelerator**



**Accounting**



**Tax**

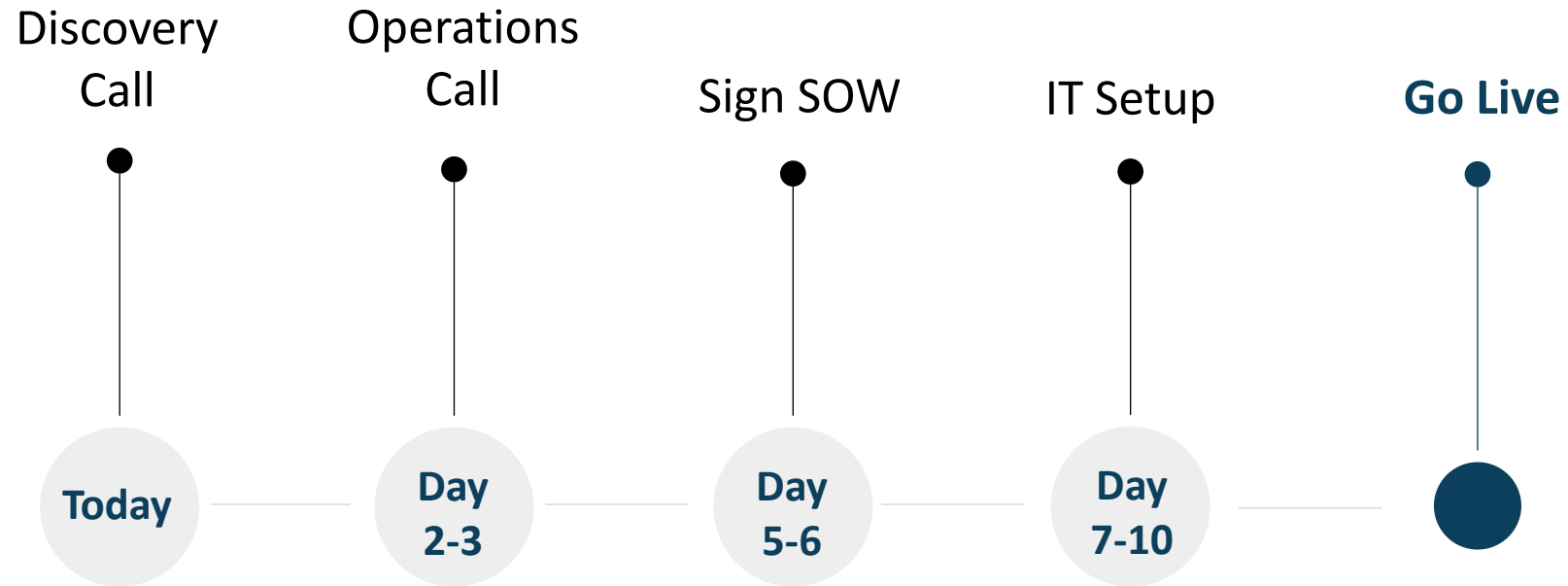


**Payroll**

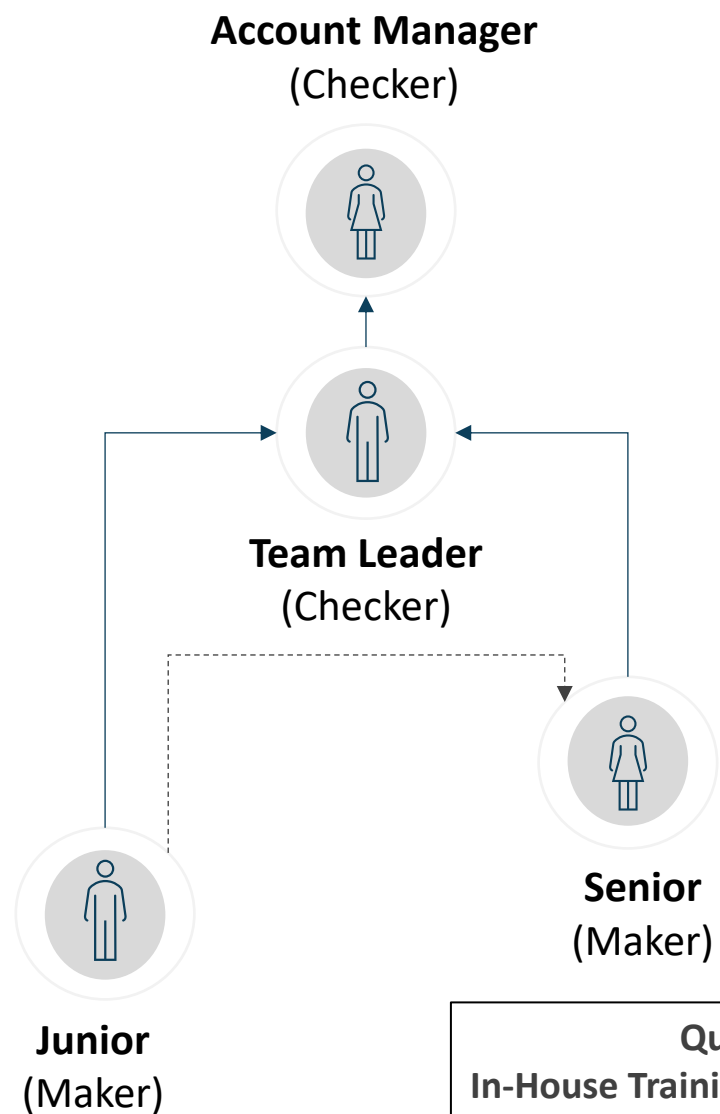


**Audit**

# A SIMPLE PATH TO SUCCESS



# MAKER-CHECKER WORKFLOW



University Graduate / Post Graduate in Finance & Accounting  
/ Chartered Accountant in India  
**Minimum 10-12 years experience in US Accounting**

University Graduate / Post Graduate in Finance & Accounting  
**Minimum 5-7 years experience in US accounting**

University Graduate / Post Graduate in Finance & Accounting  
**Minimum 3-5 years experience in US accounting**

University Graduate in Finance & Accounting  
**Minimum 1-3 years experience in US accounting**

**Quality Commitment**  
In-House Training Academy + Process  
Excellence Team



**YOUR FIRM**

**COMMUNICATION FREQUENCY**

|                  |   |   |   |                 |
|------------------|---|---|---|-----------------|
| Partners         | < | Strategic / Business Reviews<br>-----<br><b>QUARTERLY</b> | > | President       |
| Practice Leaders | < | Operations & Process Reviews<br>-----<br><b>MONTHLY</b>   | > | Account Manager |
| Managers         | < | Project Reviews<br>-----<br><b>WEEKLY</b>                 | > | Team Leader     |
| Seniors          | < | Task Coordination<br>-----<br><b>DAILY – AS REQUIRED</b>  | > | Junior/Senior   |



# Hire CPA candidates across your US offices

- MS in Accounting (STEM) grads from top US universities
- Average work experience of 3+ years
- Immediately available (No VISA sponsorship needed)
- Near-zero attrition







## Problem statement: Shortage of Accountants

**The Washington Post**  
**The Accountant Shortage Threatens  
Capitalism's Future**  
Analysis by Adrian Wooldridge | Bloomberg  
November 1, 2022 at 7:36 a.m. EDT

**FORTUNE**

According to  
**Deloitte**  
**82.3%**  
recruiters expect to experience  
recruiting difficulties in  
the year ahead\*

∴ ∴ ∴ ∴ • efinitely anaccountant shortage out the\_re':  
MBAs have become the go-to degree and compames  
are struggling to hire enough CPAs

**THE WALL STREET JOURNAL.**  
364  
**Struggling to Find Accountants, Businesses Boost  
Salary Offers, Hire Temporary Workers**  
Companies take longer to fill positions as tightness in the labor market continues and fewer people  
study accounting



And this shortage of accountants is projected to worsen

▶ **72,923** ◀

Accounting graduates every year

▶ **53,577** ◀

Expected shortage of accountants every year



▶ **126,500** ◀<sub>305</sub>

Openings for accountants & auditors  
are expected each year

Source: US Bureau of Labour Statistics & AICPA



„f

**...And leverage the power of**  
CAN WE SOLVE USING THE TECH  
PLAYBOOK?



Can we solve using the **tech playbook**?

## The power of STEM and the talent pool from India

### The Power of STEM

Over the last few decades, hundreds of thousands of computer science undergrads from India have pursued MS Computer Science/ Business Analytics at US universities leading to a 3-year OPT (full-time work) on their student F1 visa. Beyond the 3 years, organizations often sponsor H1Bs for the high-performing folks who want to continue working in the US.

However, MS Accounting has been non-STEM with only a 1-year OPT.

That's where Miles comes in! We are working with top US universities to integrate analytics into their MS Accounting curriculum (plus, of course, update the CIP code!) so that these programs are now STEM-certified. And with the power of STEM, accountants now have the same 3-year OPT as engineers!

### CPA talent pool from India

**Miles is India's largest CPA review with 80%+ market share. That's the talent pool all set to pursue MS Accounting (STEM) at top US universities.**

**16,000+**

Miles Annual Enrollments (Accounting)

**55,000+**

<sup>30</sup> Miles Alumni Base (Accounting)

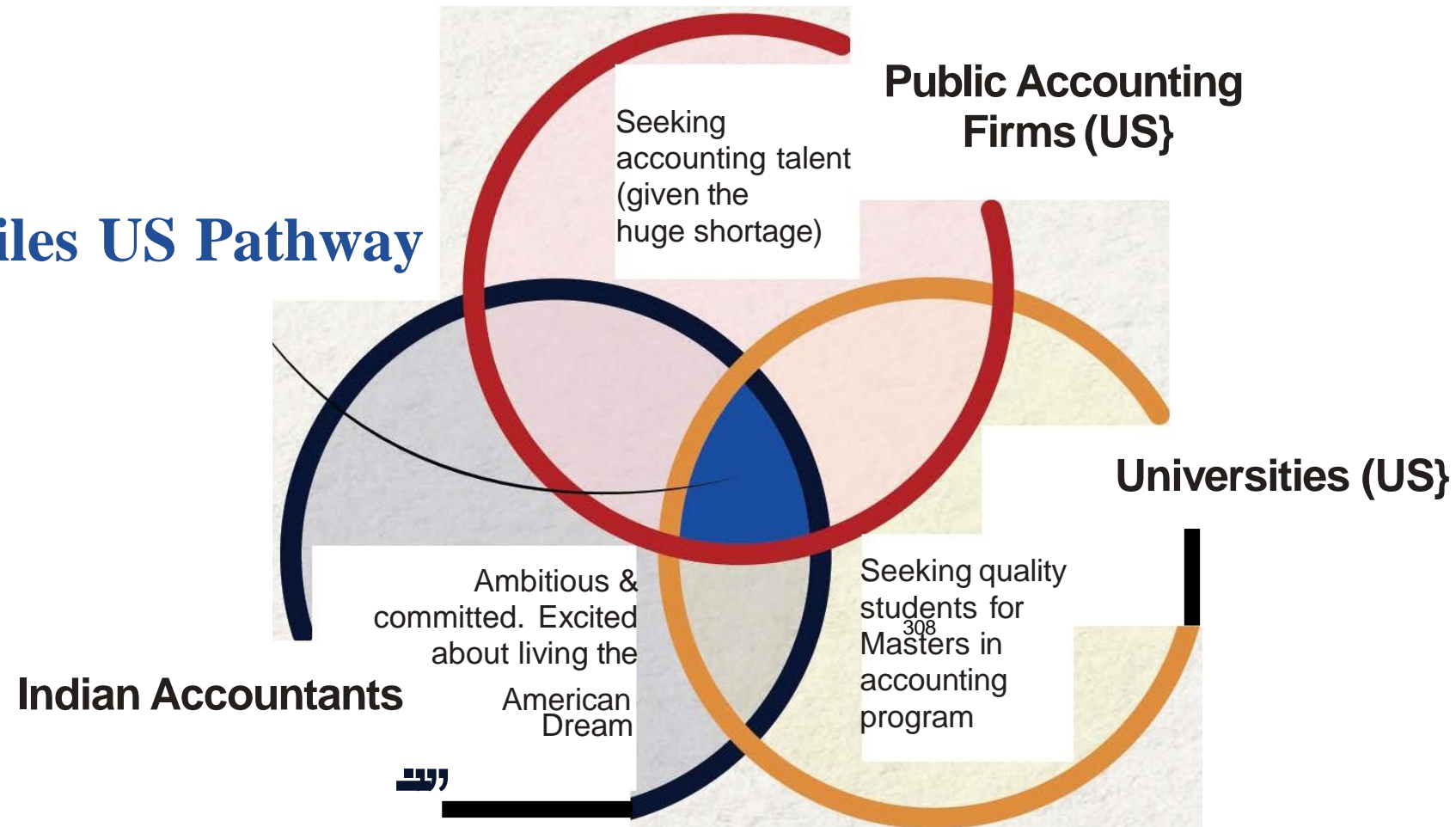
**1.4 M M**

Miles Accounting Community in India



## An interesting solution - the Miles US Pathway

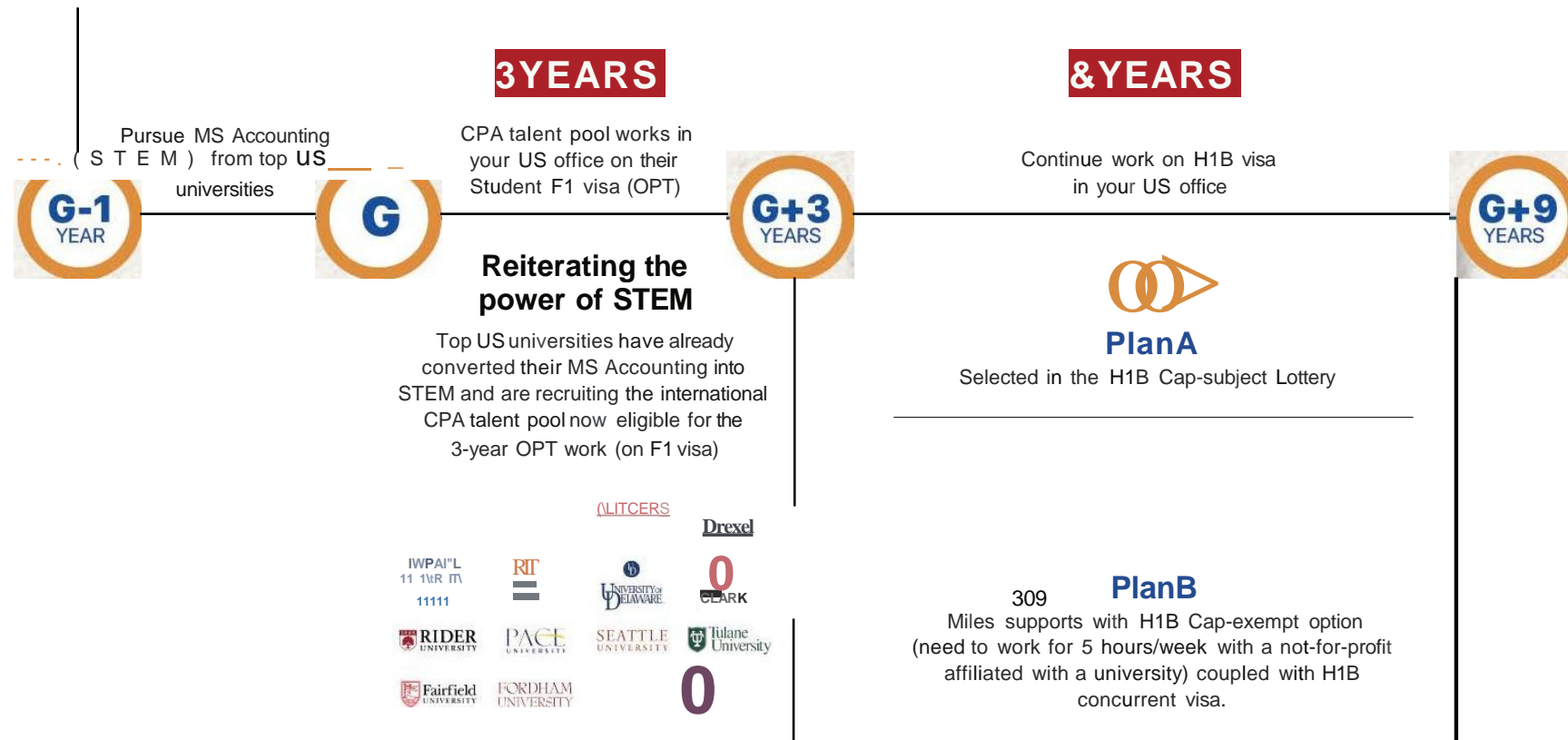
### Miles US Pathway





# The Miles Pathway. How does it work?

Candidates start their  
CPA journey at Miles



**G = MS Accounting (STEM) Graduation**

\*All trademarks are property of the respective university partner





Yes this is **'too-good-to-be-true'**. And we now have a **proven track record** - happy to provide references

**Fall 2023 & Spring 2024**

**405**

Candidates recruited from India for  
**MS Accounting (STEM)** across **14 schools**.  
Average prior work-experience of **4.3 years**.

**Top schools:**



RpTIGERS



DEPAUL  
UNIVERSITY

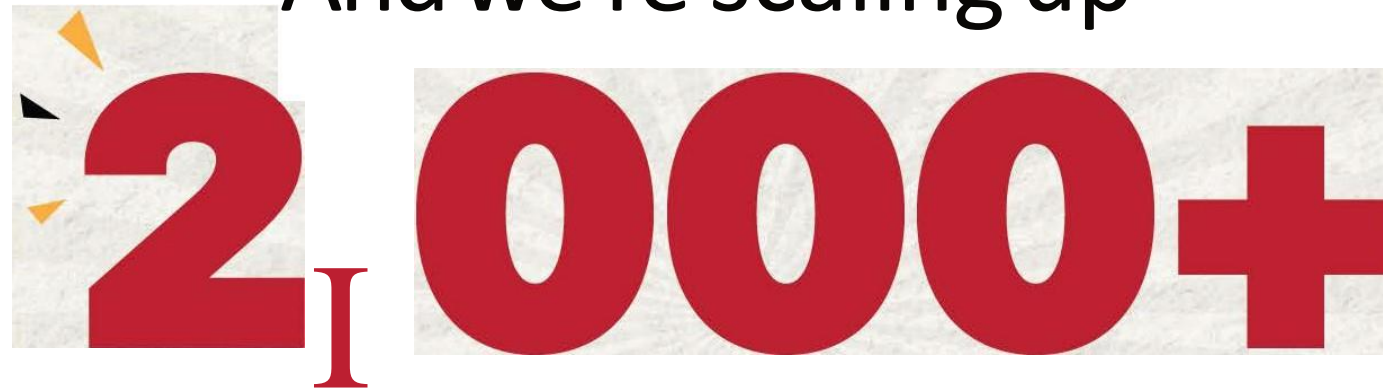


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**Top employers:**



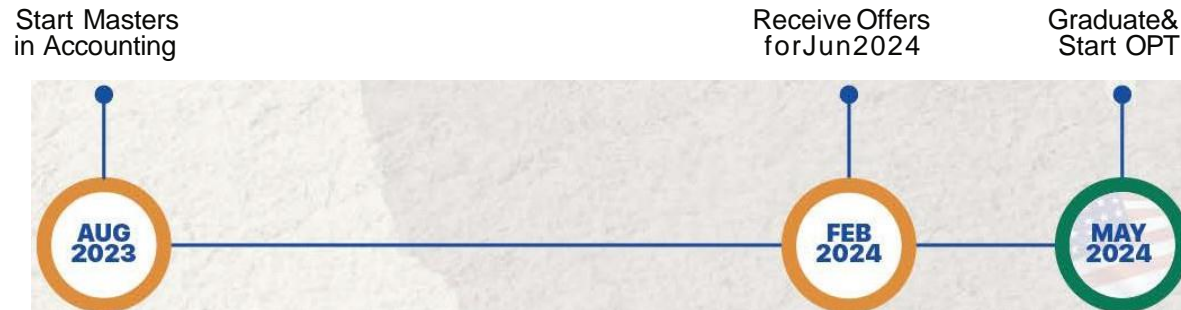
And we're scaling up



**Indian accountants** expected to arrive in the US in **2024**  
via the **Miles US Pathway** - to pursue **MS Accounting (STI;M)** .....,  
, across **40+ universities**

Bottom-line: We now have **Indian accountants** eligible to work in the US

### Fall 2023 cohort



### Spring 2024 cohort



## How's this a **game-changer**?



### **Better & more committed talent pool**

- **Increased talent pool** of CPA candidates
- Skilled in **tech & analytics** [STEM]
- Avg. prior work-ex in India of **4.3+ years**
- **Extremely hardworking** & hungry to prove/grow
- DNA of accounting **[focussed!]**



### **At reduced cost**

- **Salaries lower than domestic talent since prevailing wages do not apply for OPT.** Fresher talent (no work ex) can be hired as Articled Assistants at \$50K+ (for 1st year only). For experienced talent, expected pay \$60K+
- **No FICA taxes**  
[employer payroll tax savings of 7.65% per year = 22.95% over 3 years] 313
- **No VISA formalities.**  
Also, OPT training program can be supported by Miles



### **A large pool & immediately available**

- **Fall 2023** cohort  
[200+ candidates]
  - Hire for Summer 2024
- **Spring 2024** cohort  
[200+ candidates]
  - Hire for December 2024
- **Fall 2024** cohort  
[target = 2,000+ candidates]
  - Hire for Summer 2025



## Public accounting firm **partnerships** in the US - Few case studies



For the Fall 2022 cohort, RSM issued **14 offers out of 17 candidates they had** interviewed - a record 82% selection rate!

For Fall 2023, RSM has **hired 41 candidates across 7 offices** and intends to scale to 250-300 hires from next year.



**Many firms actively hiring** from the Miles pool, including:

- Blackman & Sloop
- Boos & Associates
- GBO Partners
- Hancock Askews & Company
- HBE LLP
- SB & Company
- Urish Popeck & Co., LLC

314



Miles hosted an **e-placement drive** with Allinial Global in Aug 2023. Several firms including ATKG, BPM, Eisner Amper Hantzmon Wiebe!, RBG, Weaver, Wolf & Co. participated. And **7200+ Indian accountants** (Miles Alumni) attended that session.



## Partnership with Accounting Firm Alliances



A GLOBAL ALLIANCE OF  
INDEPENDENT PROFESSIONAL FIRMS



## State CPA Societies we are working with

State CPA Societies are excited about our innovative model, recognizing its potential to revolutionize the accounting education landscape and address critical workforce shortages. Few of the Societies we have collaborated with (or in advanced discussions):



315







## Visa - No sponsorship for the first 3 years

Candidates can work on the student F1 visa using the 3-year OPT (Optional Practical Training).  
Full-time employment with very limited to-do's for the employers

### Optional Practical Training (OPT) Process - Students & University Responsibility



### Employer Responsibility

Implement a formal training program to augment the student's academic learning through practical experience. <sup>316</sup>  
**(If needed, Miles can support in structuring the formal training program)**

\*DSO - Designated School Official

\*\*1-765 - Application for Employment Authorisation

#LJSCIS - United States Citizenship and Immigration Services

##EAD - Employment Authorisation Document



## Visa - H1B visa for next 6 years

### • Plan A: Cap-Subject H1B Visa [Lottery]

- Employer nominates candidate into the H1B lottery every year (can do during the year in university as well as every year during the 3 years of OPT). So candidates get 3-4 chances on the H1B lottery.
- The nomination fees is merely \$10 per year. Additional fees apply only if the candidate gets selected in the H1B lottery.
- The Cap-Subject H1B has a cap of 65,000 with additional 20,000 visas for those with masters' degree (or higher) from a US institution. Since all Miles candidates have a MS Accounting (STEM) from a US university, they are eligible for both the quotas. So essentially, they will
- be getting 2 chances at the lottery each year (i.e., 6-8 chances across the 3-4 years).

### • Plan B: Cap-Exempt H1B Visa

- Cap-exempt H1B visa is not subject to the annual lottery cap. But it must be filed by a <sup>317</sup> cap-exempt organization (which includes non-profits affiliated with a university).
- The employee can work approx. 5 hours/week at the non-profit cap-exempt organization and at the same time avail a concurrent H1B to work for the for-profit employer.

3  
1  
We're looking forward. The next steps:

