

Meet Your Presenter



David M. Cieslak, CPA.CITP, CGMA, GSEC

RKL eSolutions, LLC - EVP, Chief Cloud Officer

- Frequent speaker for AICPA, CalCPA and numerous accounting industry groups and conferences
- Named one of Accounting Today's 100 Most Influential People in Accounting 22 times
- CPA Practice Advisor – 2011-25 “Top 25 Thought Leader,” Hall of Fame Inductee – 2020
- LA Business Journal Top 100 Accountant - 2022
- AKA “Inspector Gadget”



rkl eSOLUTIONS (www.rklesolutions.com)

- Helping small and mid-sized organizations transform their finance and accounting department
- ERP sales and consulting for 25 years
- 100+ employees in 22 states
- Sage Intacct awards
 - Rookie of the Year (2012)
 - President's Club (2014, 2015, 2017, 2019-2020)
 - Momentum Partner (2015)
 - Premier Partner (2015 – 2024)

sage Intacct
Premier Partner

Key Facts About RKL eSolutions, LLC

OVER **2800**
Sage Clients Nationwide

23 YEARS
Serving our Customers

50 STATES
with Sage Customers



 **115** Colleagues
Nationwide

AWARD-WINNING EXPERTISE



Agenda

- Definitions
- Setting the stage
- Processes & Products
- Challenges



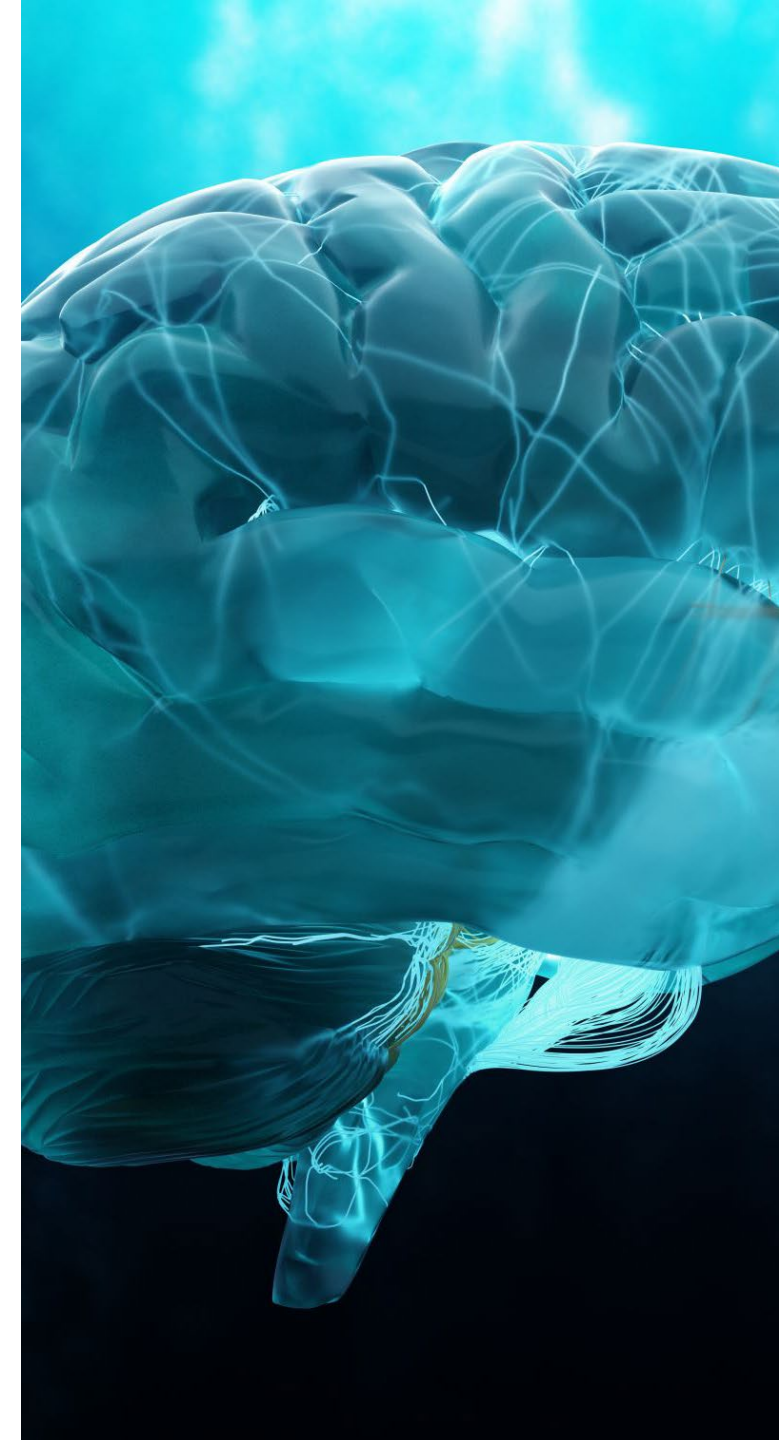
PROMPTING



Definitions

Definitions

- **AI (Artificial Intelligence)** - ability of computer systems or machines to imitate human-like intelligence/behavior; Includes the ability to perceive, reason, learn, and make decisions
 - **Artificial narrow intelligence (ANI)**- Focused. Narrow range of abilities
 - Examples: Smart voice assistants, spam filters, RPA, TV show recommendations....and ChatGPT!
 - **Artificial general intelligence (AGI)** - On par with human capabilities. Also called Strong AI or Deep AI. Mimics human behavior. Includes Common Sense, Background Knowledge, Transfer Learning, Abstraction and Causality. Not limited to a single domain or task.
 - **Artificial superintelligence (ASI) / Singularity** - Hypothetical point when artificial intelligence surpasses human intelligence and becomes unstoppable.
- AGI & ASI are theoretical, i.e., not yet possible





PROMPT

GENERATIVE

AI

PROMPT

Definitions (cont.)

Common data sources include:

- Literature
- On-line content
- News and current affairs
- Social media



- **Generative AI** - type of artificial intelligence that uses **unstructured deep learning models to produce content based on user input.** Content includes written materials, images, video, audio and music, and computer code.
- **LLM (Large Language Model)** - a massive database that has been trained on a vast quantities of data (in the case of ChatGPT, the entire internet through 2021) to produce human-like responses to dialogue or other inputs. LLMs make use of deep learning models to process, analyze, and make predictions with complex data.

Definitions

- **Agentic AI**

- Operates autonomously, making decisions and pursuing goals, asking for human guidance when needed
- Analyzes situations and finds the best path for moving forward
- Designs, executes, and optimizes workflows to achieve specific objectives
- Adapts to changes and continuously self-improves

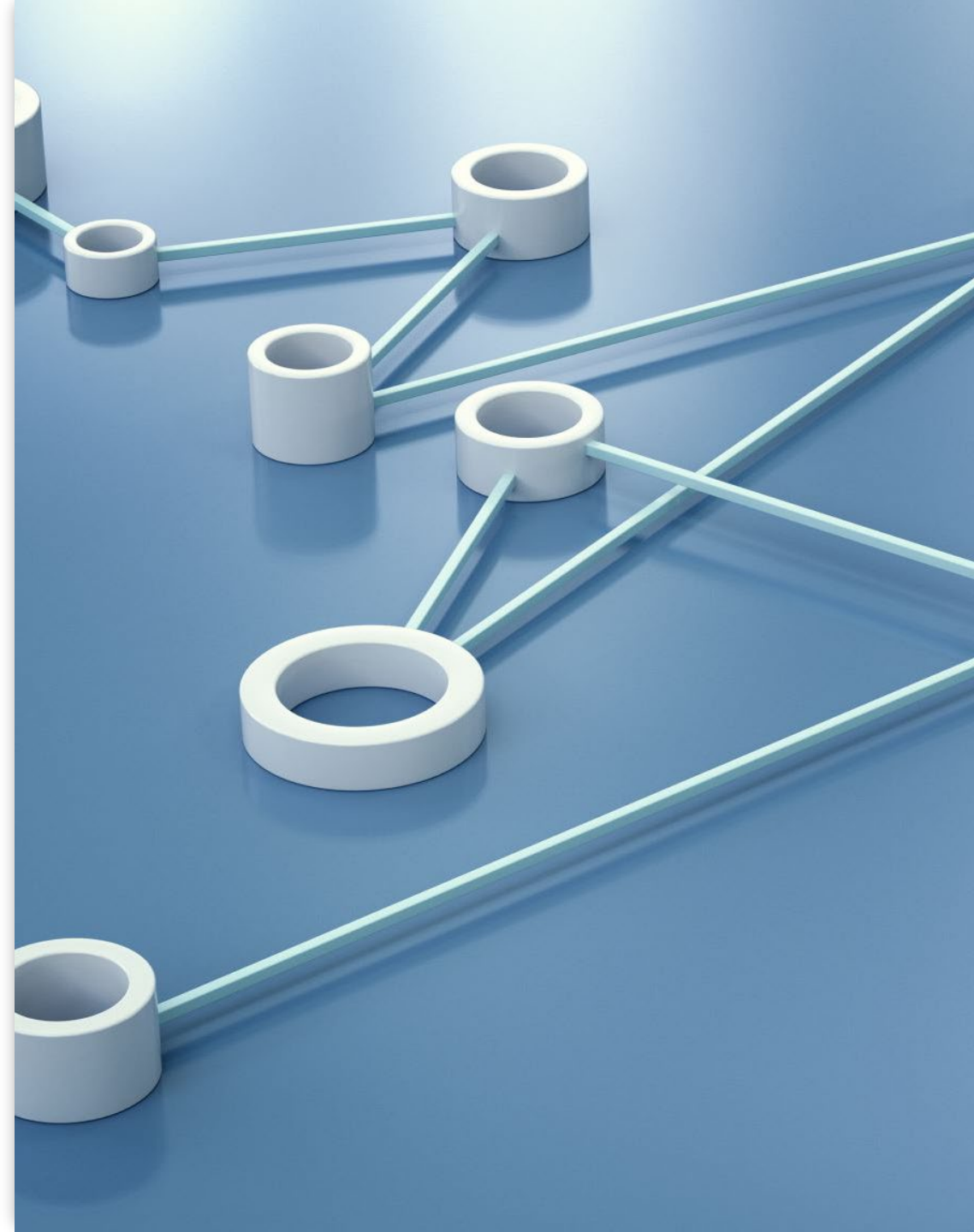
- **Benefits**

- Increased efficiency
- Enhanced self-service
- Maximized employee performance

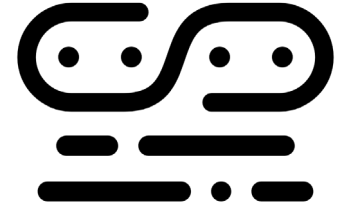


Agentic Web

- Agentic Web represents a transformative shift in internet interaction, characterized by autonomous AI agents that perform tasks on behalf of users, enabling more efficient and automated online experiences.
- Built on three foundational dimensions:
 - Intelligence: cognitive capabilities of AI agents, including reasoning, learning, and decision-making.
 - Interaction: methods and protocols through which agents communicate and collaborate, such as Agent-to-Agent (A2A) communication.
 - Economics: the economic models governing agent interactions, including concepts like the "Agent Attention Economy," which reallocates value from user attention to agent performance and collaboration

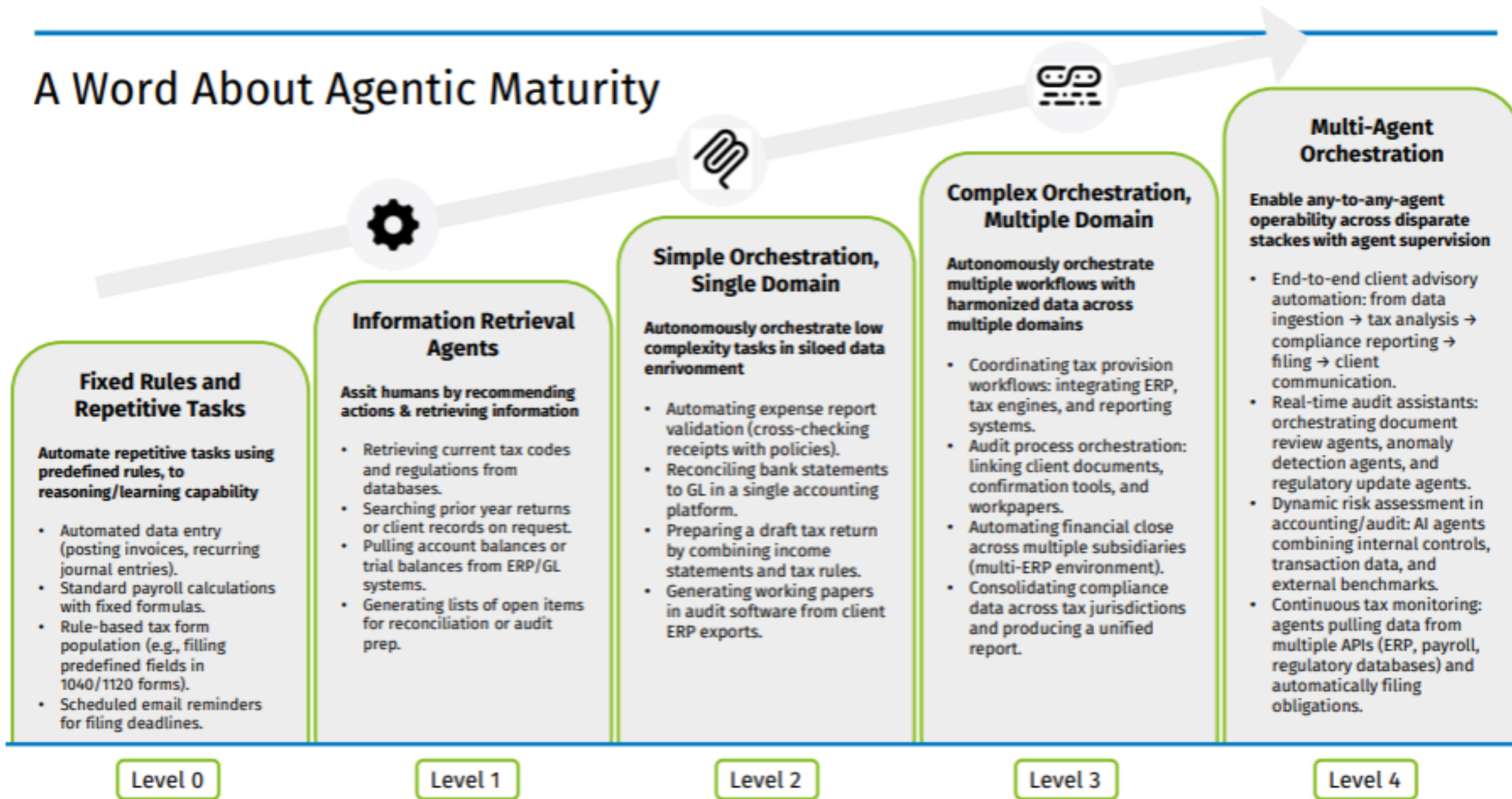


Agent2Agent (A2A) Protocol



- Originally developed by Google – donated to Linux Foundation
- An open standard designed to enable seamless communication and collaboration between AI agents.
- Example – Using AI assistant to plan international trip. This task involves orchestrating multiple specialized agents, such as:
 - A flight booking agent
 - A hotel reservation agent
 - An agent for local tour recommendations
 - A currency conversion agent

A Word About Agentic Maturity



Describe your agent to create it

Helpdesk

Expense tracking

HR and benefits

Use everyday words to describe what your agent should do



Features labeled as 'preview' are subject to supplemental terms. [See terms.](#)

Explore agents

[See more](#)



Website Q&A

Agent template

Instantly answer user questions using the content of your website or other knowledge.



Voice

Agent template

An agent with voice capabilities.



Safe Travels

Agent template

Provides answers to common travel questions and related health and safety guidelines.



Financial Insights

Agent template

Help financial services professionals get quick and concise info from their org's financial documents and other available resources.



Benefits

Agent template

Benefits Agent provides personalized information on various benefits offered by the employer that are tailored to employee's unique circumstances.



IT Helpdesk

Agent template

Empowers employees to resolve issues and effortlessly create/view support tickets.

Learning resources



Free Copilot Studio Workshop



Getting started with Copilot Studio



Quick start: Create and deploy an agent



Documentation



Security and Governance



Responsible AI FAQs



Quick start: Use Generative AI in an agent



Support community



Coming soon: See release plans



What's new: See release notes



Agent Message Consumption Estimator

RPA

'I follow instructions exactly'

RPA is the **task automation** that eliminates manual effort wasted on repetitive tasks

Key Characteristics:

- Executes structured, rule-based processes
- Performs repetitive digital tasks
- Operates within defined system boundaries
- Follows exact step-by-step procedures

GenAI

'I can create based on prompts'

GenAI is a **productivity amplifier** that accelerates creative and analytical work that bottlenecks humans

Key Characteristics:

- Assists with specific tasks (writing, analysis, coding)
- Requires human direction and oversight
- Improves individual productivity
- Works within existing job roles

Agentic AI

'I can understand goals and figure out how to achieve them'

Agentic AI is a **collaborative actor** that removes the need for constant human oversight of complex processes

Key Characteristics:

- Acts as virtual coworker completing end-to-end processes
- Self-directs and coordinates multiple tasks
- Transforms entire workflows
- Creates new organizational paradigms

Artificial general intelligence (AGI)

'I can think, reason, and learn like a human in any domain'

AGI is a **self-directed intelligence** that overcomes human cognitive limitations across all domains

Key Characteristics:

- General problem-solving ability across domains
- Autonomous learning and adaptation
- Human-level reasoning and understanding
- Transfer learning between different types of tasks
- Self-improvement capabilities

Artificial super intelligence (ASI)

'I can outperform human intelligence'

ASI is a fully autonomous intelligence that **surpasses human cognitive capabilities** and can solve problems and innovate on an exponential scale.

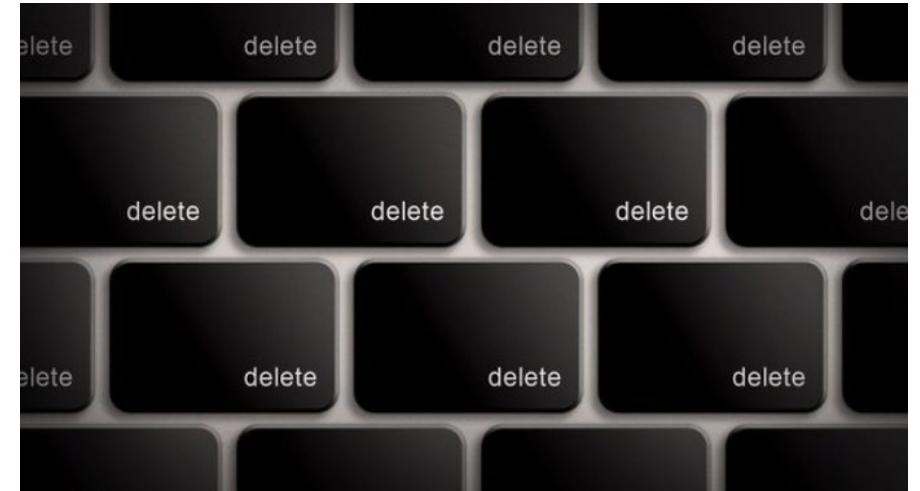
Key Characteristics:

- Surpasses human problem-solving and reasoning
- Forms independent goals and innovates autonomously
- Continuously self-improves and evolves
- Applies superior intelligence across all domains

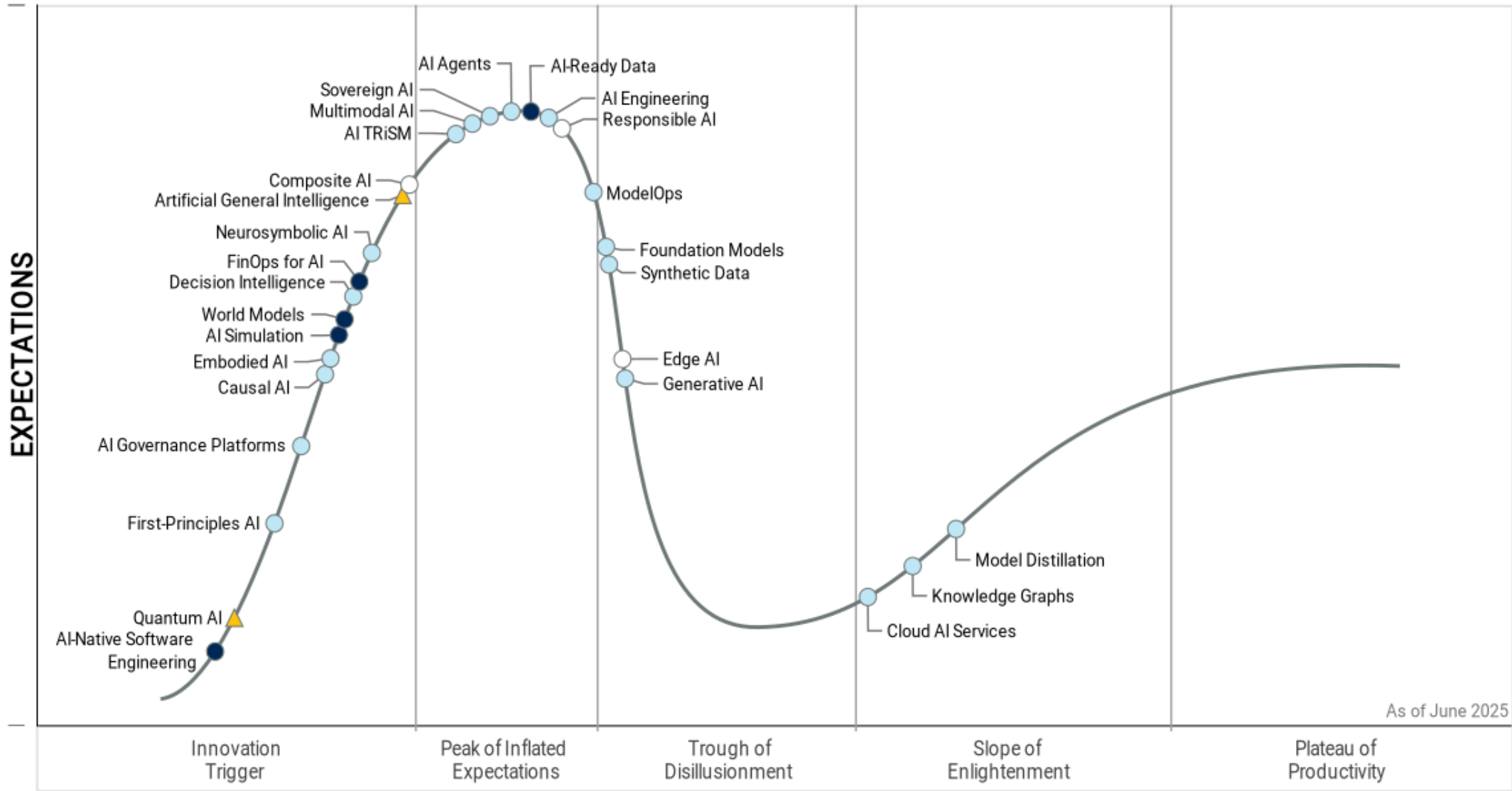
Setting the Stage

Changing the World!

- Dario Amodei, CEO of Anthropic, told Axios' Jim VandeHei and Mike Allen that AI could wipe out half of all entry-level white-collar jobs in the next one to five years.
- Amazon CEO Andy Jassy told employees he expects the tech giant's workforce to shrink.
- Ford CEO Jim Farley at this year's Aspen Ideas Festival, "Artificial intelligence is going to replace literally half of all white-collar workers in the U.S."
- Shopify CEO Tobi Lutke told employees that before requesting to open a new role for hiring, they must first prove that the job cannot be done using AI.



Hype Cycle for Artificial Intelligence, 2025



Plateau will be reached: ○ <2 yrs. ● 2-5 yrs. ● 5-10 yrs. ▲ >10 yrs. ⊗ Obsolete before plateau

The Rise of AI in Accounting

By the Numbers



71%

of companies are using AI in finance operations (According to KPMG's Global AI in Finance Report)



92%

of companies report that their finance functions' AI initiatives are meeting or exceeding their ROI expectations (According to KPMG's Global AI in Finance Report)



4 hours

a week, or 200 hours a year, is the projected amount of time AI currently saves accountants, reaching 12 hours a week in four years (According to Thomas Reuters' Future of Professionals Report)



57%

of finance executives want more AI expertise from their auditors (According to KPMG's Global AI in Finance Report)

Is AI being used in the following areas of your firm?

■ Yes and it's delivering benefits
 ■ Yes but we're not seeing benefits yet
 ■ No but we're exploring it
 ■ No and we're not exploring it

Research and fact checking



Client communications



Assisting clients with routine inquiries



Automating specific workflows



Monitoring compliance with regulatory requirements



Reports for internal use



Reports for client use



Marketing



Detecting and mitigating fraud



Employee training and onboarding

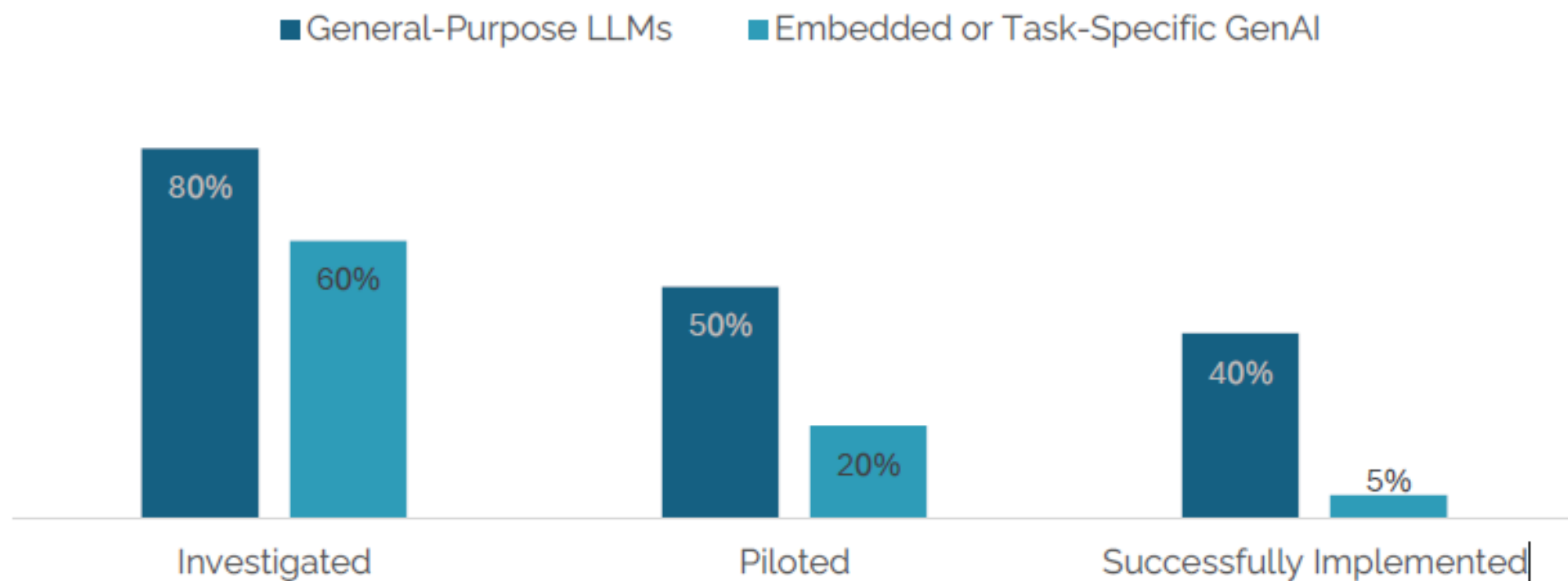


State of AI in Business 2025 (MIT)

95% Of Enterprise AI Fails

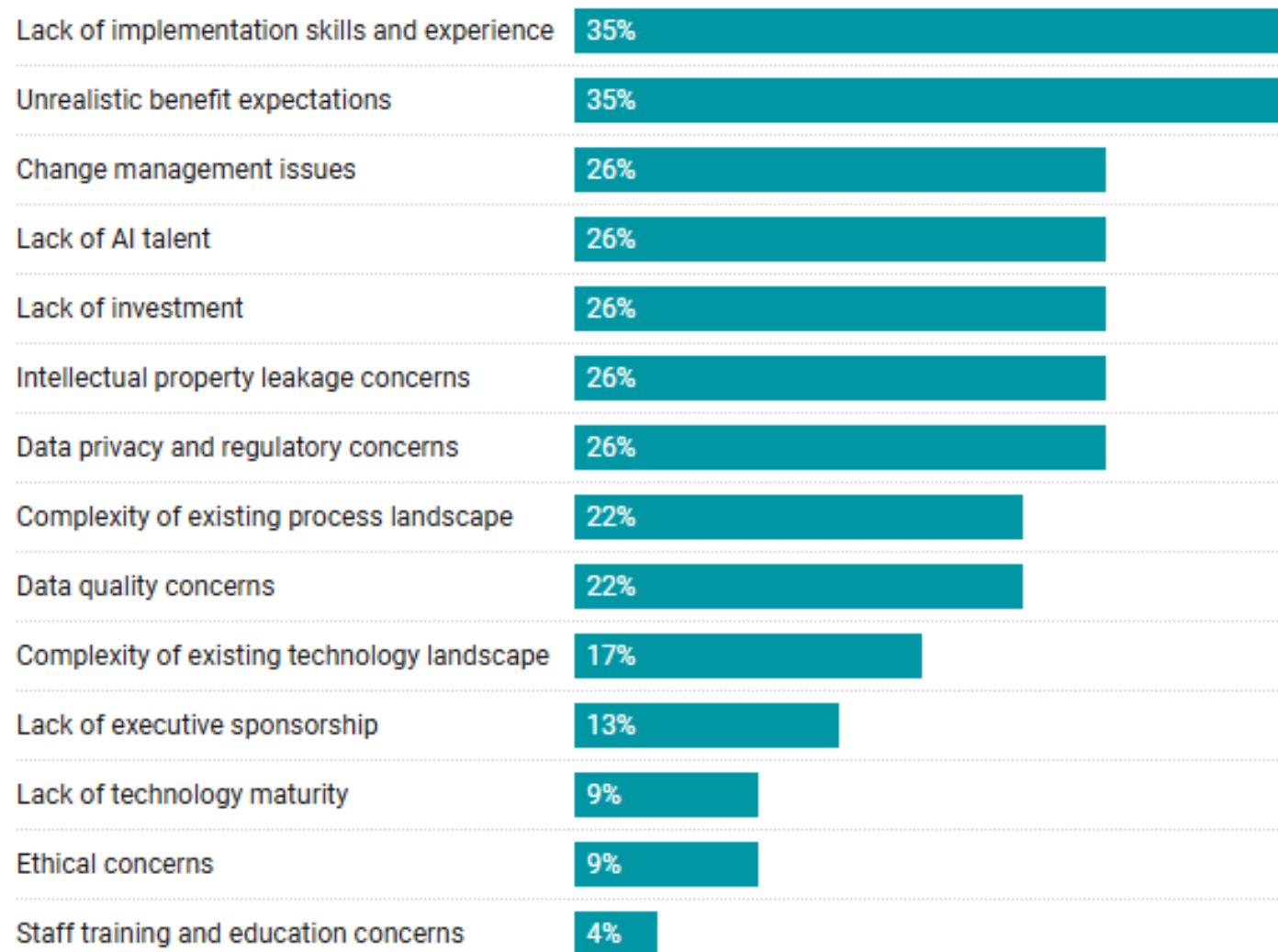
- Based on 300 public deployments, more than 150 executive interviews, and \$30 to \$40 billion invested in these pilots, suggest that billions of dollars have been spent on AI experiments that never scale
- So far, budgets favor visible, top-line functions vs. high-ROI back office
- Most organizations are stuck on what MIT researchers call the “GenAI Divide” (adoption is high, but disruption is low). Only two industries (tech and media) show clear signs of disruption.
- Purchased AI solutions succeed twice as often as homegrown ones (67% vs. 33%). Many early internal experiments became "science projects" that couldn't scale
- AI has already won the war for simple work, 70% prefer AI for drafting emails, 65% for basic analysis. But for anything complex or long-term, humans dominate by 9-to-1 margins

Exhibit: The steep drop from pilots to production for task-specific GenAI tools reveals the GenAI divide



AI adoption barriers

Percentage of finance executives with “major concerns” about implementing AI.



- **Only 4% of finance leaders say firms are ‘maturing and scaling’ generative AI use**
- **Meanwhile, more than half (52%) of the surveyed finance executives said their teams were planning or piloting generative AI deployments addressing annual planning and forecasting.**

Can LLMs Do Accounting? <https://accounting.penrose.com>

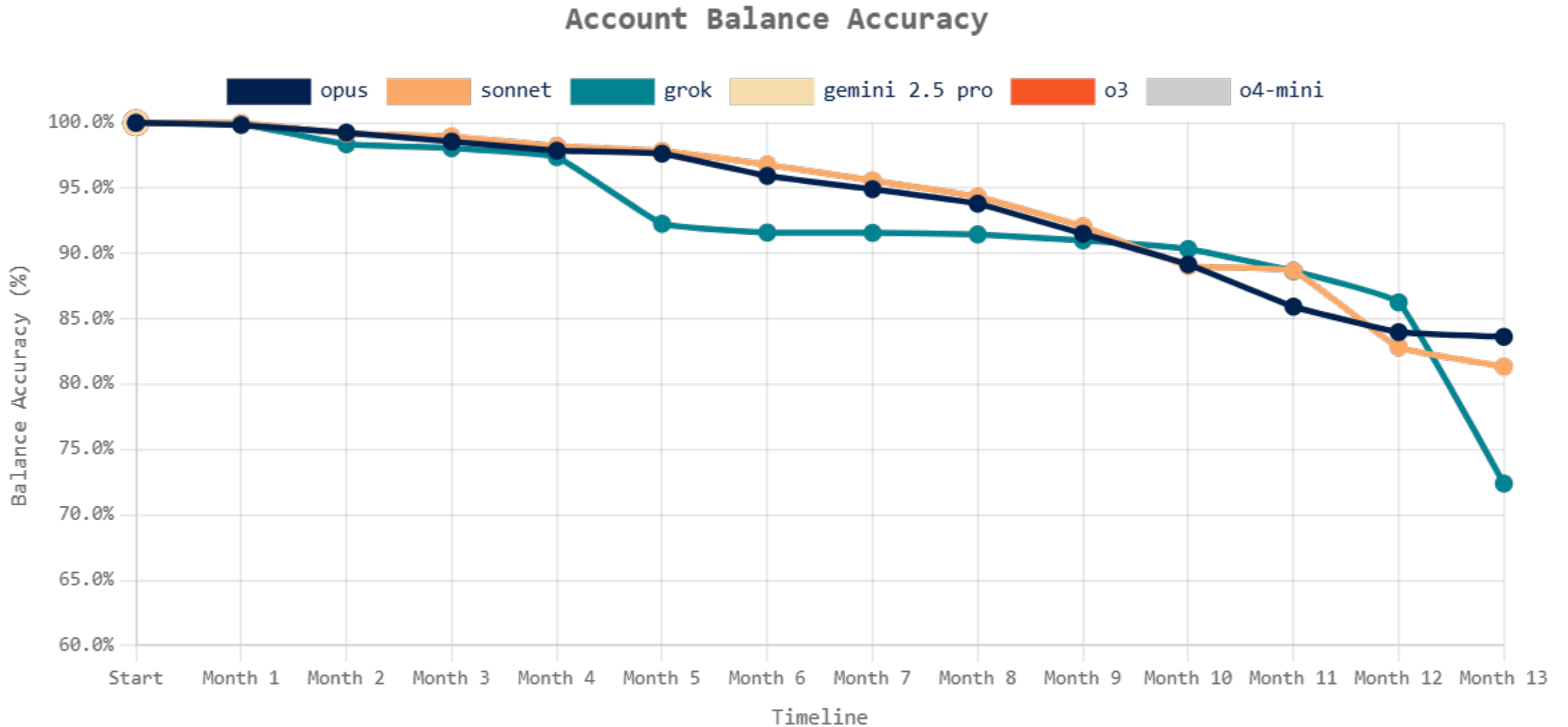


Figure 11: Average number of minutes to complete a task with and without Generative AI

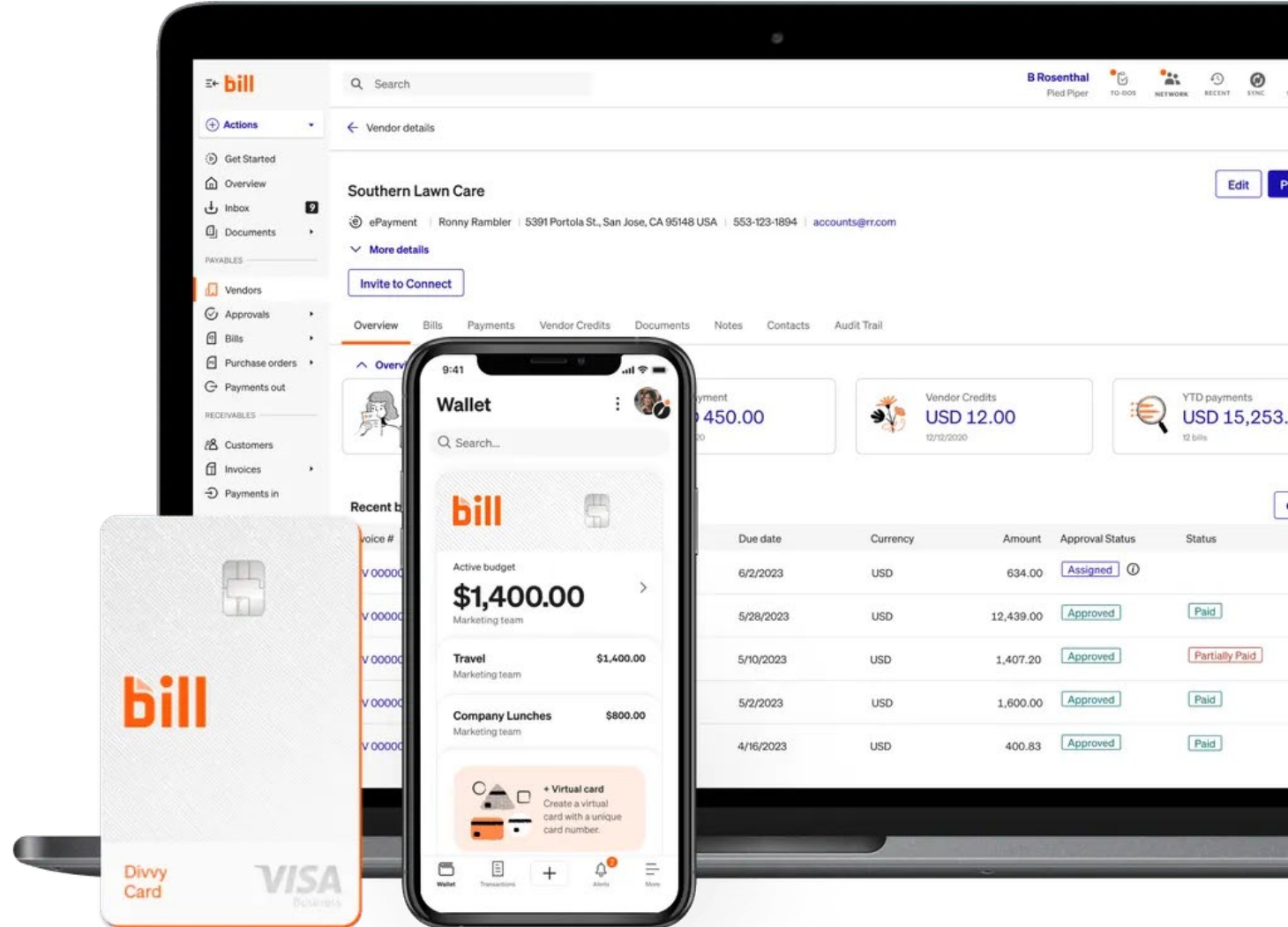


Processes & Products

Point solutions

Bill.com

- Manage AP, AR, spend and expenses
- Integrate with popular finance and accounting solutions
- AI
 - AI-Powered Agents: specialized AI agents to handle routine financial tasks.
 - Intelligent Virtual Assistant (IVA): automatically extract invoice data, detect errors, trigger approval workflows, and anticipate routing rules
 - Advanced Expense Management
 - Enhanced Fraud Protection



Expensify



- Concierge - fully embedded AI assistant that guides members, answers questions, enforces policies, and can even submit, approve, and manage expenses – all via chat.

The screenshot displays the Expensify mobile application interface. On the left, a 'Card details' overlay is visible, showing a virtual Visa card with the Expensify logo. The cardholder is identified as Todd (todd@expensivepies.com) with a remaining limit of \$10,000. The card limit is also \$10,000, and the limit type is 'Smart Limit'. A green plus sign is visible at the bottom right of the overlay.

The main screen shows the 'Expenses' list. The top navigation bar includes 'Expensify / Search' and a search icon. Below the navigation bar, there are tabs for 'All', 'Drafts', 'Outstanding', 'Approved', and 'Paid'. The 'All' tab is selected. The expense list is a table with columns for Receipt, Type, Date, Merchant, From, To, Category, Total, and Action.

Receipt	Type	Date	Merchant	From	To	Category	Total	Action
<input type="checkbox"/>		Feb 21	United	You	Alice's Apples	Travel	\$125.00	Submit
<input type="checkbox"/>		Feb 21	Positively 4th Street...	Shelby	Alice's Apples	Meals & Entertainm...	\$5.00	Review
<input type="checkbox"/>		Feb 20	Starbucks	Tracey	Alice's Apples	Meals & Entertainm...	\$10.00	Review
<input type="checkbox"/>		Feb 20	The Home Depot	Tracey	Alice's Apples	Equipment	\$100.00	Review
<input type="checkbox"/>		Feb 18	Acme	Alberto	Alice's Apples	Grocery Stores	\$50.00	Approve
<input type="checkbox"/>		Feb 17	Wawa	You	Alice's Apples	Gas Stations	\$33.00	View
<input type="checkbox"/>		Feb 17	Avis	You	Alice's Apples	Rental Cars	\$565.00	View
<input type="checkbox"/>		Feb 17	45.50 mi @ \$0.65/mi	You	Alice's Apples	Travel & Airfare	\$29.56	Paid
<input type="checkbox"/>		Feb 17	Hertz	You	Alice's Apples	Rental Cars	\$565.00	Done

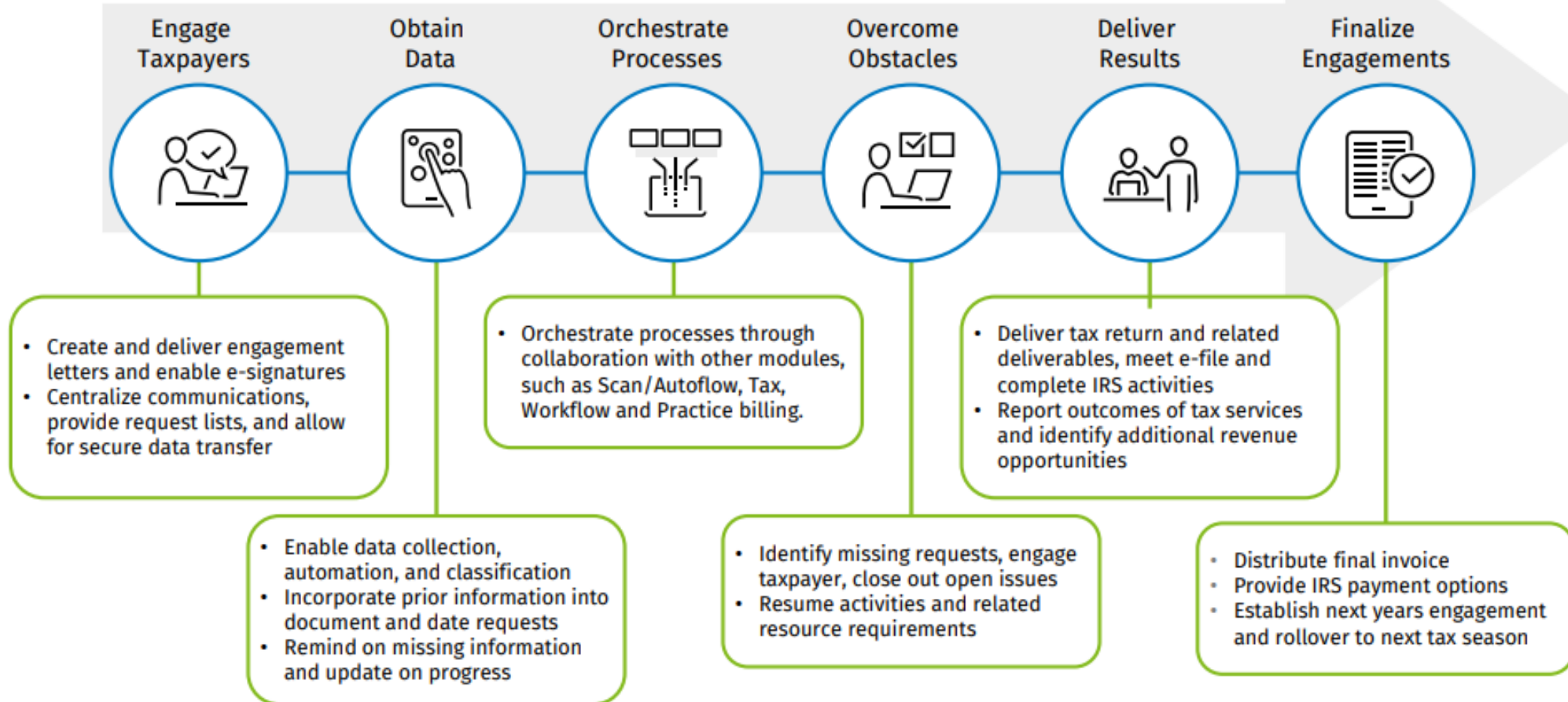
Tax

Tax – Sample Use Cases

- Auto-fill tax returns from source documents - Pull data from W-2s, 1099s, and other forms directly into tax software.
- Research tax questions with natural language - Ask tax questions in plain English and get AI-generated responses with citations.
- Autonomously track changes in tax law, surface impacted clients and generate/send email notifications
- Model tax planning scenarios - Use AI to simulate different filing positions or structure changes and predict likely outcomes

CCH Axcess Engagement & Axcess Tax

CCH Axcess Client Collaboration powered by Expert AI



Opportunities utilizing the API's:



Tax API Kit

Read prohibit changes status

Date of last activity for specific returns

Update prohibit changes status

List of tax authorities in returns

Batch calculate a list of returns

Create new versions of existing returns

Update returns with specific return status

Execute "split joint return" process

Read in-use status of a return

Delete tax returns

Unlock in-use status of a return



eFile API

Submit batch of first extensions to Batch Manager extension function



Print API

Print selected sections functionality



Roll-forward API

Batch roll-forward returns

Describe your agent to create it

Helpdesk Expense tracking HR and benefits

Use everyday words to describe what your agent should do

Features labeled as 'preview' are subject to supplemental terms. [See terms.](#)

Explore agents

[See more](#)



Website Q&A

Agent template

Instantly answer user questions using the content of your website or other knowledge.



Voice

Agent template

An agent with voice capabilities.



Safe Travels

Agent template

Provides answers to common travel questions and related health and safety guidelines.



Financial Insights

Agent template

Help financial services professionals get quick and concise info from their org's financial documents and other available resources.



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Benefits Agent provides personalized information on various benefits offered by the employer that are tailored to employee's unique circumstances.



IT Helpdesk

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Empowers employees to resolve issues and effortlessly create/view support tickets.

Learning resources

Free Copilot Studio Workshop

Getting started with Copilot Studio

Quick start: Create and deploy an agent

Documentation

Security and Governance

Responsible AI FAQs

Quick start: Use Generative AI in an agent

Support community

Coming soon: See release plans

What's new: See release notes

Agent Message Consumption Estimator

Thomson Reuters



- **CoCounsel Tax, Audit and Accounting Platform**

- Spring-25 - Platform launch, connects firm knowledge, Checkpoint, IRS code, and internal documents.
- Fall-25 - Platform's knowledge base to include rights to authoritative content from AICPA, FASB, GASB, and IFRS (including sustainability standards), integrating directly into CoCounsel's single AI guided workflow.

- **Tax**

- Ready to Review - a cloud-based, advanced agentic AI tax workflow application.
 - Built on the CoCounsel platform, Ready to Review modernizes 1040 tax return preparation by using AI agents to process source documents and prior-year returns, extract and categorize data, and generate returns that are ready for professional review.

Thomson Reuters



- **Audit**

- **CoCounsel Document Analysis** - AI-powered grid solution. Deeply integrated with CoCounsel Audit, the solution combines agentic AI with a dynamic, spreadsheet-native grid, automating complex audit workflows at scale
- **Audit Intelligence Test** - Developed in partnership with Valid8, automates the matching and documenting of samples to supporting evidence and quickly validates whether amounts were collected.

Research Expertly



Are employee stock options considered a taxable benefit?



Yes, employee stock options are considered a taxable benefit under the Income Tax Act. The taxation of employee stock options is governed by section 7 of the Income Tax Act, which outlines the circumstances under which a benefit is deemed to be received by an employee when they acquire securities under a stock option agreement. ...

STATUTE

ITA s. 7 Agreement to issue securities to employees

ADMIN

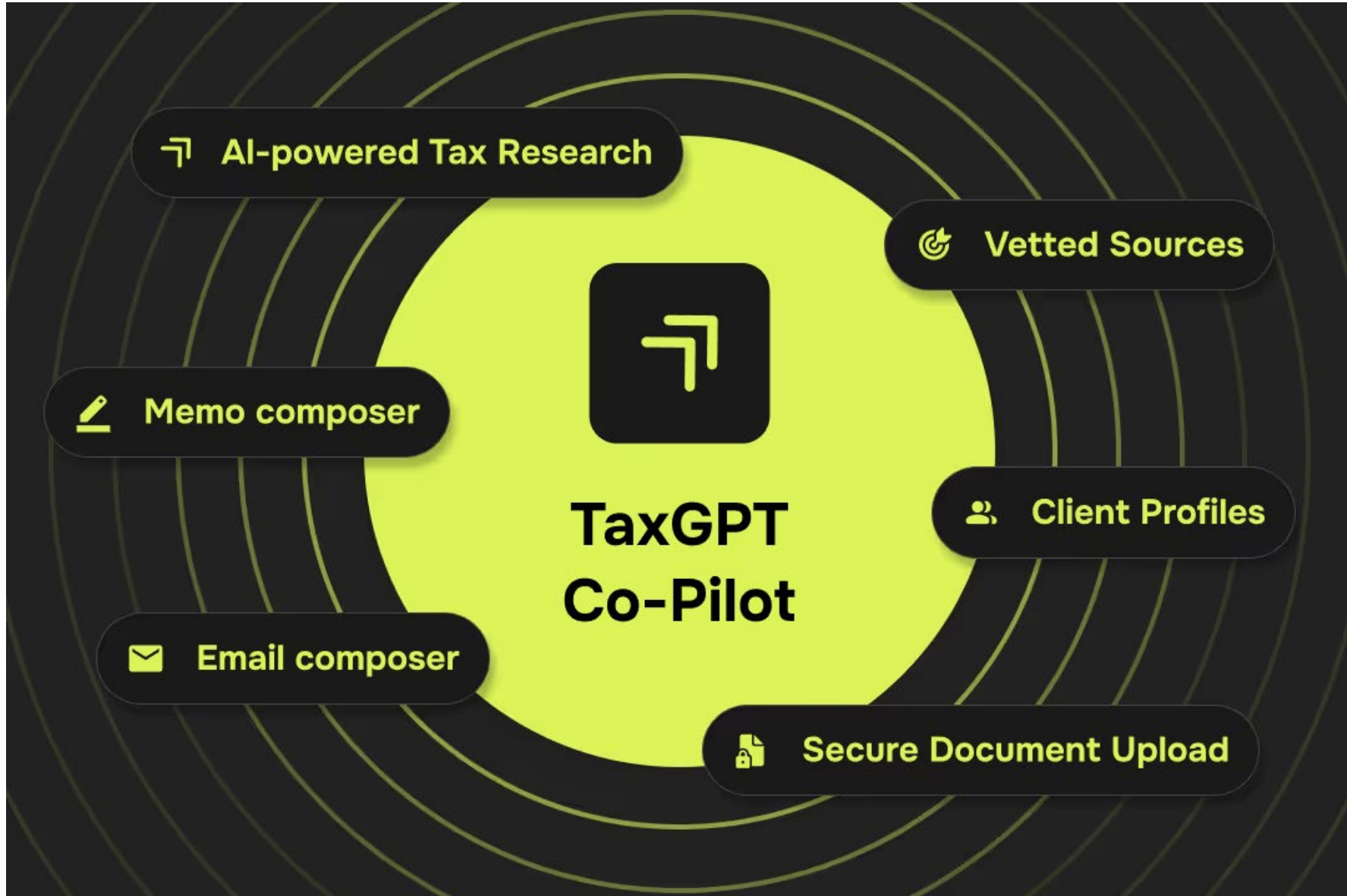
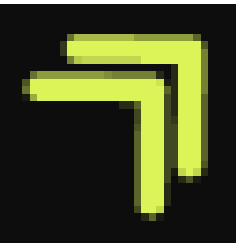
T4130 Employers' Guide - Taxable Benefits and Allowances

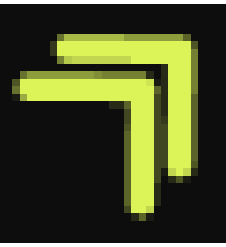
ADMIN

S2-F3-C2, Benefits and Allowances Received from Employment

Draft Instantly

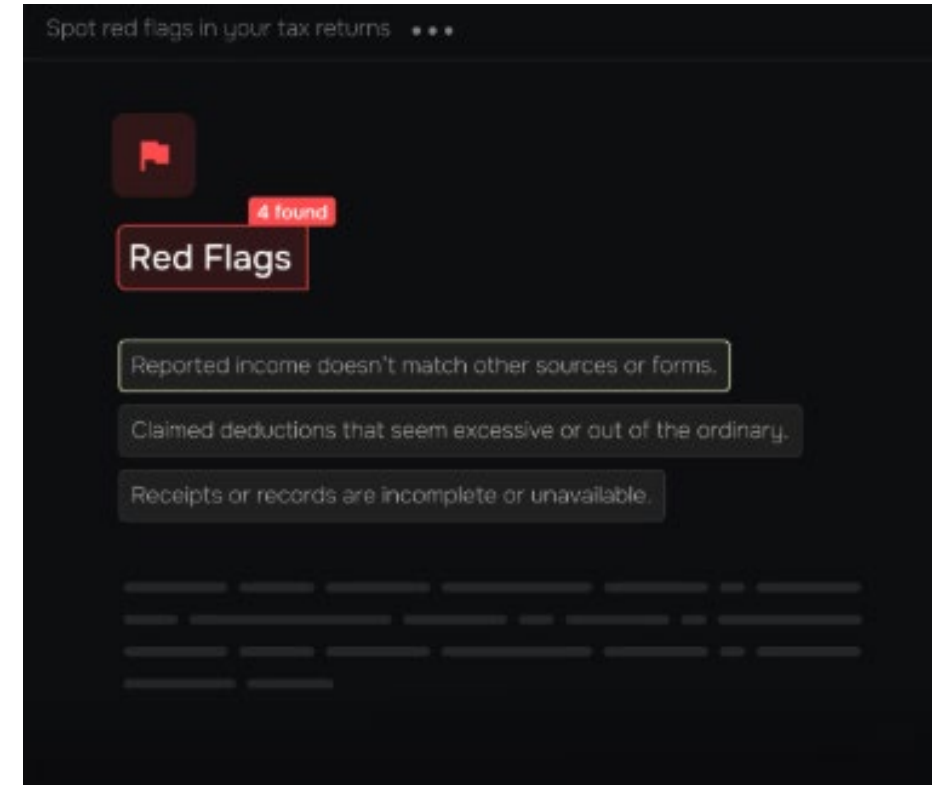
Grow Your Expertise





TaxGPT

- Agent Andrew
 - AI-powered audit and review tool that analyzes prepared tax documents, including the 1040, 1065, 1120, 1120-S, and more. It generates a detailed, downloadable report with actionable insights, highlighting key findings using three color-coded flags.



Avalara Avi















- Network of intelligent AI agents, for tax and compliance automation
 - Global Tax Determination, Tax Return Filing, and Reconciliation
 - Exemption Certificate Validation
 - Cross-Border Classification, Tariffs, and Trade Restrictions
 - Business and License Registration
 - Property Tax
 - Audit-Ready Reporting and Transaction-Level Insights
 - Tax Content Research with Authoritative Citations
 - E-invoicing and Live Reporting (ELR)
 - Notice Management

Accounting & CAS

Transforming the CFO's office: AI agents in finance

AI agents are revolutionizing the role of the CFO by automating finance operations, enhancing decision-making processes, and strengthening compliance. Here's an overview of how AI is being utilized in these areas:

Financial Planning and Analysis (FP&A)	Order-to-Cash (O2C) Optimization	Procure-to-Pay (P2P) Efficiency	Record to Report (R2R) Transformation
AI agents act as autonomous scenario planners , dynamically adjusting forecasts based on real-time macroeconomic, market, and operational data.	AI agents predict payment delays , automate dunning strategies, and dynamically adjust cash flow forecasts.	AI agents continuously monitor supplier health & compliance in real-time , offering proactive risk mitigation.	AI agents autonomously create, validate, and reconcile journal entries with full audit traceability.
 Automated Forecasting & Budgeting	 AI-Powered Collections Management	 Automated Invoice Processing	 Autonomous Journal Entry Processing
 Autonomous Variance Analysis	 Intelligent Invoice Match & Fraud Detection	 Supplier Risk Monitoring	 AI-Powered Reconciliation
 AI-Powered Decision Intelligence	 Cash Flow Optimization	 Dynamic Expense Optimization	 Continuous Close Acceleration

Intuit Accountant Suite (Oct-25)

- All in one AI-powered suite
- Manage clients, firm and team in one application
- Enhanced service delivery modules and controls: modules for Books Close (beta), tax, and more that enable you to view status across all your clients, assign work, and work more efficiently with batch actions
- Optimized performance and customization
- New ProAdvisor dashboard integration

My menu

Create

Bookmarks

Home

Reports

My apps

PINNED

Work

Clients

Team

ProAdvisor

Accounting

Payroll

Customize

Good evening, Melissa!

- Work
- Client Insights
- Books close
- Clients
- Team
- ProAdvisor
- Accounting
- Expenses & Pay

Bookmarks

- Clients
- Revenue share payouts
- ProAdvisor training
- Users
- Expenses

+ Bookmark current page

Summary Cards

- Accounts Payable**: Total paid, 3 overdue invoices
- Accounts Receivable**: Paid \$300.00, 1 deposit on hold
- Bank Accounts**: Deposited \$500.00, 1 deposited

BANK ACCOUNTS As of today

Today's bank balance **\$19,342**

- Checking (1234)**: Bank balance \$15,000.00, in QuickBooks \$4,000.00, Updated 5 sec ago, **94 to review**
- Mastercard (0987)**: Bank balance \$15,000.00, in QuickBooks \$4,000.00, Updated 3 days ago, **94 to review**
- QuickBooks Term Loan**: Up to \$200K may be available, **Apply**

Go to registers

PROFIT & LOSS This month

Net profit for March **\$2,900** 80%

↑ Up 80% from this time last quarter

\$6,000 Income 8 to review

\$3,100 Expense 15 to review

View profit and loss report

EXPENSES This month

Spending for March **\$2,900** 100%

↑ Up 34% from this time last month

View all spending

Books close status This month

Total closes **56**

Clients with disconnected bank accounts As of now

10

Client product recommendations As of now

Clients with insight-backed recommendations **50**



My menu



Create



Bookmarks



Home



Reports



My apps

PINNED



Work



Clients



Team



ProAdvisor



Accounting



Payroll



Customize

Workflow automation



Templates My workflows History

▶ Video tutorials 📖 Learn about workflows 🗨️ Give feedback

🔍 Search by template name

🔽 Filters

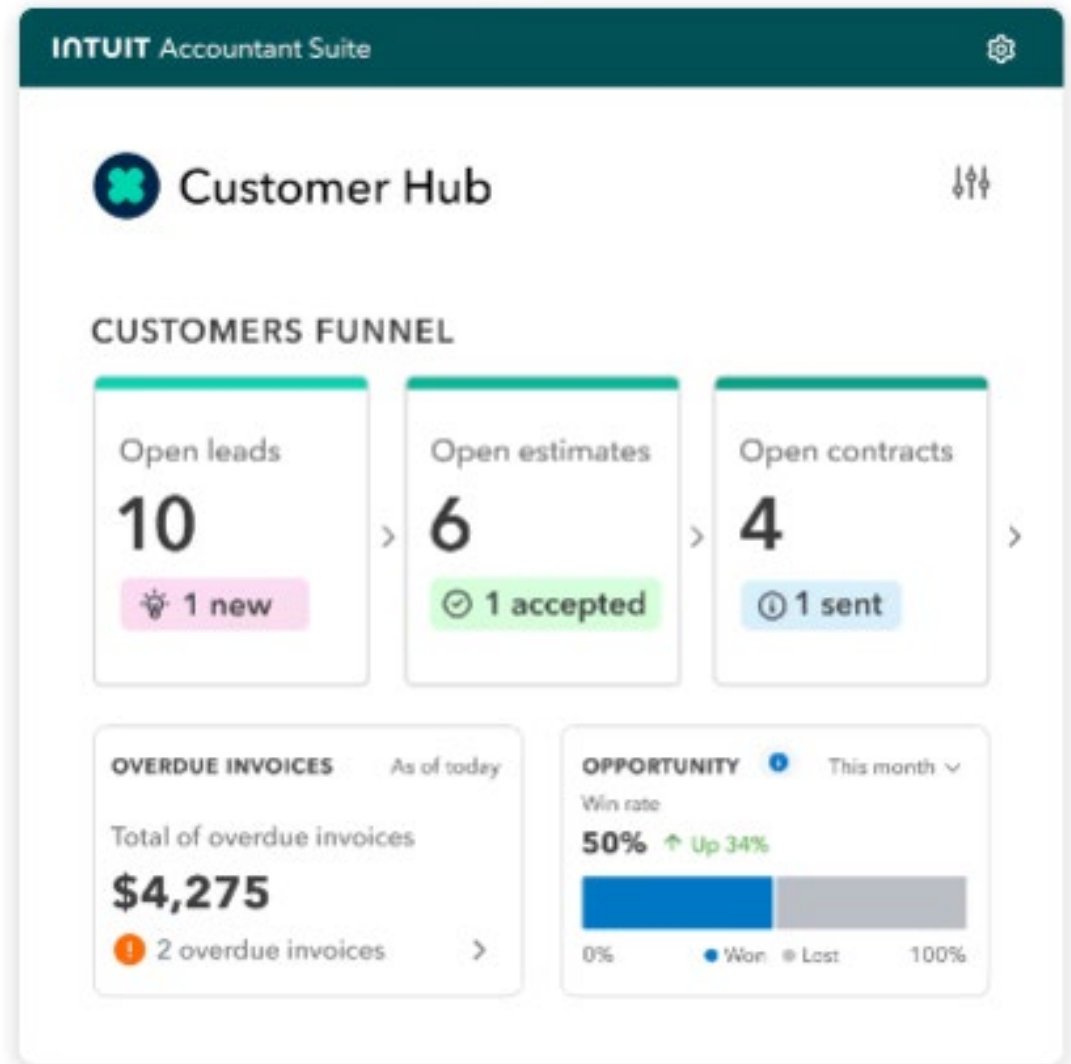
+ Custom workflow

Workflow templates

<p>Notify about PO update</p> <p>Notify your peers / managers to review the PO you updated.</p> <p>Purchase Order Notification</p>	<p>Schedule and send a report</p> <p>We will send reports at a frequency you choose.</p> <p>Report</p>	<p>Notify about Vendor Credit updated</p> <p>Notify yourself / peers / managers about vendor credit updated.</p> <p>Vendor Credit Notification</p>	<p>Get sales tax due reminder</p> <p>Get reminder to pay sales tax on time.</p> <p>Sales Tax Reminder</p>
<p>Send employee document reminder NEW</p> <p>Reminder for sending pending documents</p> <p>Employee Reminder</p>	<p>Notify about PO creation</p> <p>Notify your peers / managers to review the PO you created.</p> <p>Purchase Order Notification</p>	<p>Notify about bank deposits updated</p> <p>Notify yourself / peers / managers about the bank deposits updated by you.</p> <p>Bank Deposit Notification</p>	<p>Send estimate reminder</p> <p>Get reminders for sending estimates to customers on time.</p> <p>Estimate Reminder</p>
<p>Notify customers about payment received</p> <p>Let customers know that you have received their payments</p> <p>Receive Payment Notification</p>	<p>Notify about expenses created</p> <p>Notify yourself / peers / managers about the expenses created by you.</p> <p>Expense Notification</p>	<p>Notify about estimate creation</p> <p>Notify yourself / peers / managers about the estimates created by you.</p> <p>Estimate Notification</p>	<p>Pay vendor bill reminder</p> <p>Get notified to pay vendor bills on time.</p> <p>Bill Reminder</p>
<p>Overdue invoice memo</p> <p>Add a customer message to late invoices.</p>	<p>Missing customer details reminder NEW</p> <p>Get reminders to add additional details of a customer</p>	<p>Get unsent invoice reminder</p> <p>Get reminders to send unsent invoices to customers on time.</p>	<p>Send open estimate reminder</p> <p>Get reminders for estimates that are yet to be invoiced.</p>

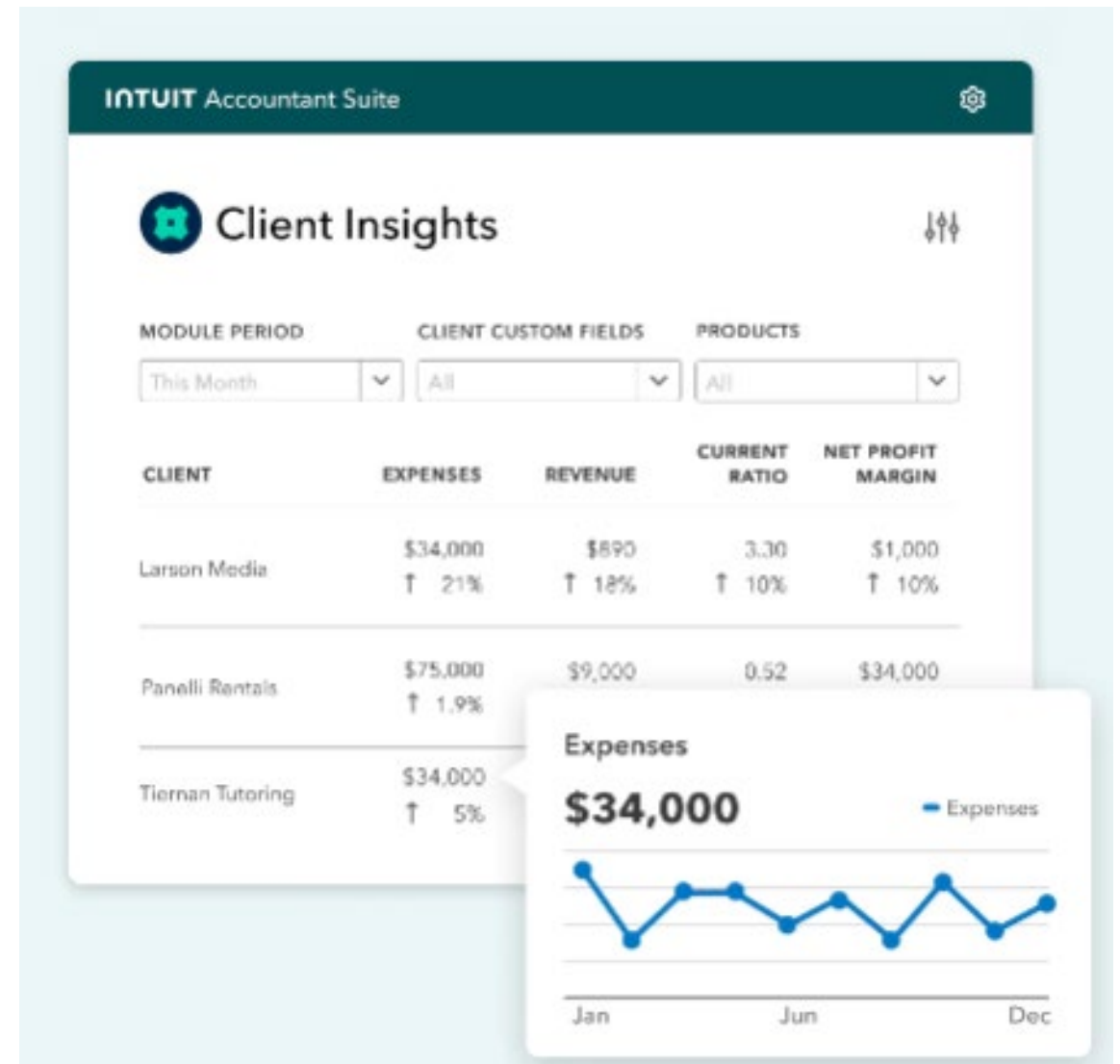
Intuit Accountant Suite – Customer Hub

- Manage leads and clients in one place. Gather referrals and feedback, automate lead follow-up and draft personalized responses for each lead—all while supporting relationships from initial contact to loyal customers.



Intuit Accountant Suite – Client Insights

- Intuit's AI agents monitor your entire client portfolio, proactively identify important trends and anomalies for you across financial KPIs, payroll data, AP/bill pay data, and more.



Intuit Accountant Suite – Books Close

- Streamline your firm's review and close process with AI-powered anomaly detection and auto-updating edits across each of your client's QuickBooks files. Tailor your process with customizable templates, statuses, and roles according to your firm's specific needs and preferences.

INTUIT Accountant Suite

Books Close

CLIENT PERIOD ASSIGNED TO STATUS

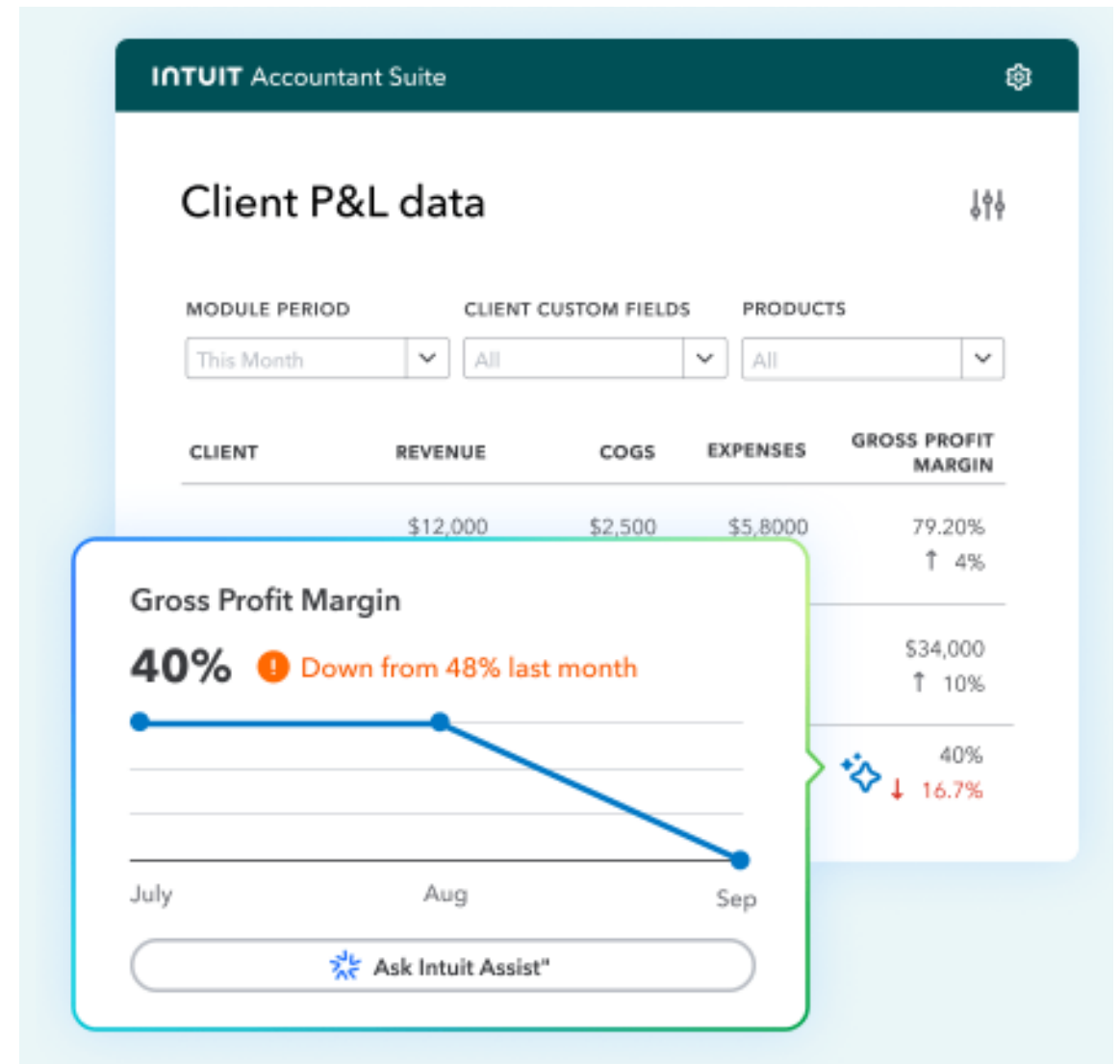
All clients All periods All assignee All statuses

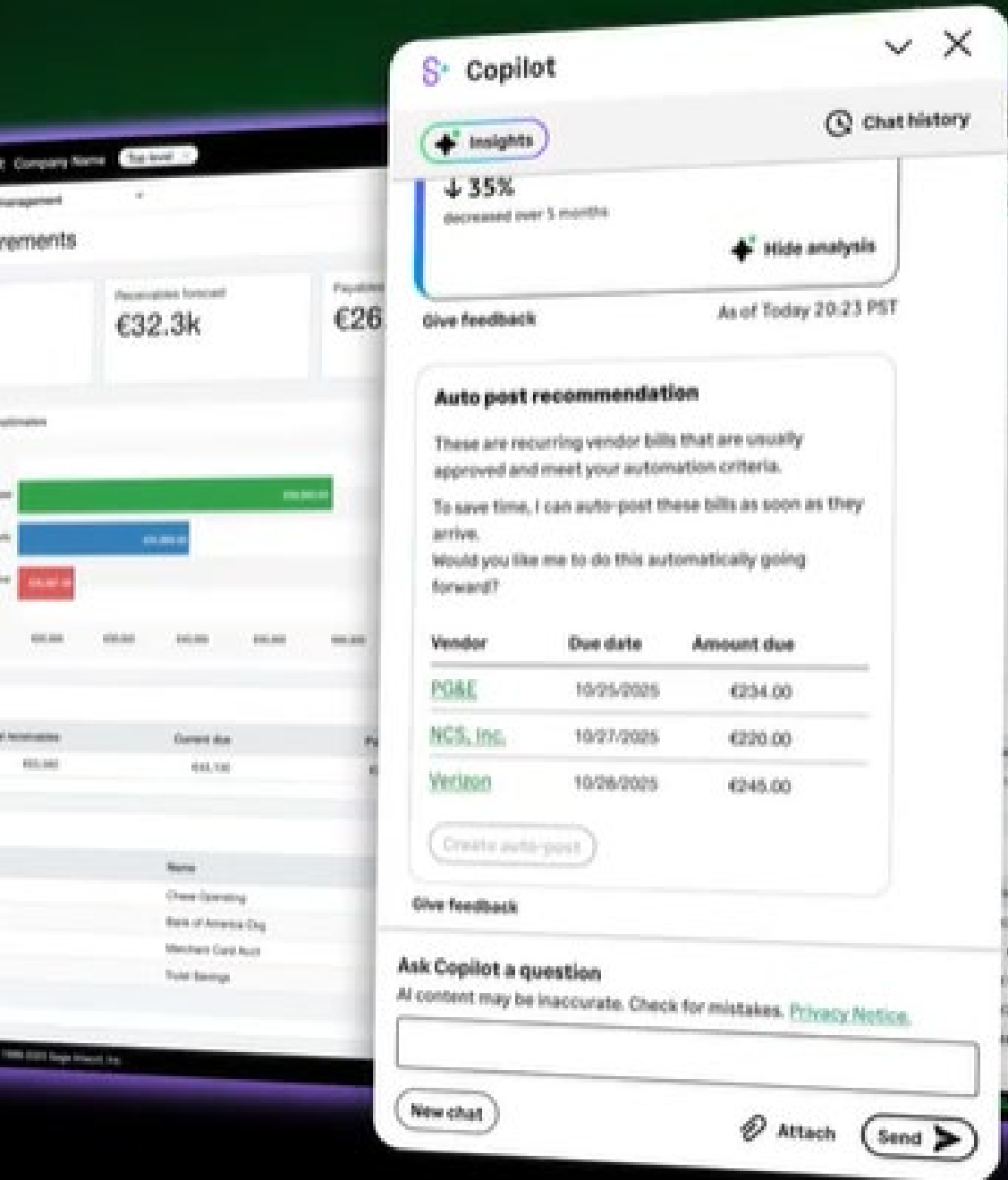
CLIENT	DATE	PREPARER	APPROVER	STATUS
Wright Repair Co.	04/22	Amy Gin	Vivian Li	Done
Simmons Co.	10/15	Kei Sato	Scott Lis	To do
Pan Pros LLC	04/22	Martin He	Sarah Mohs	Blocked
Maher Hotel	10/07	Neha Malik	Remi Weng	In progress
Castleman Law	11/22	Susan Oda		

Done

Intuit Accountant Suite – AI Agents

- AI agents prioritize your work, letting you focus on what matters to clients. AI-anomaly detection automatically finds and resolves discrepancies, keeping you in control.





Sage Software - AI Agents

- **Close Agent:** Keeps close tasks on track, flags issues early and provides full visibility in one workspace.
- **AP Agent:** Automates bill processes, PO matching, and duplicate checks, allowing teams to review and approve with confidence.
- **Assurance Agent:** Catches errors at entry, stopping mistakes before they post and eliminating downstream rework.
- **Time Agent:** Automates project time capture, freeing staff from manual entry and maximizing billing and estimating accuracy.
- ***Financial Intelligence Agent:** An intelligence layer that routes natural language questions to the right AI Agents and financial data sources, coordinates their responses, and composes a final, actionable answer - in seconds.

Keyword Financial Report, October 2024

Filters Print

Copilot

By department

	A			B			All Departments		
	Year To Date			Year To Date			Year To Date		
	10/31/2024			10/31/2024			10/31/2024		
	Actual	Std Budget	Budget variance %	Actual	Std Budget	Budget variance %	Actual	Std Budget	Budget variance %
▼ Net surplus (deficit)									
▼ Revenue									
▼ Revenue 1									
Revenue 1	5,324.00	275.00	1,836.00	368.00	301.00	22.25	6,054.00	939.00	
Revenue 2	529.00	525.00	0.76	537.00	551.00	(2.54)	1,653.00	1,689.00	
Total Revenue 1	5,853.00	800.00	631.62	905.00	852.00	6.22	7,707.00	2,628.00	
▼ Revenue 2									
Revenue 3	772.00	775.00	(0.38)	767.00	801.00	(4.24)	2,381.00	2,439.00	
Total Revenue 2	772.00	775.00	(0.38)	767.00	801.00	(4.24)	2,381.00	2,439.00	
Total Revenue	6,625.00	1,575.00	320.63	1,672.00	1,653.00	1.14	10,088.00	5,067.00	
▼ RevCost									
Cost of Revenue 1	168.00	138.00	21.73	182.00	150.00	21.33	551.00	470.00	
Cost of Revenue 2	258.00	263.00	(1.90)	259.00	275.00	(5.81)	815.00	844.00	
Cost of Revenue 3	368.00	388.00	(5.15)	382.00	400.00	(4.50)	1,191.00	1,220.00	
Total RevCost	794.00	789.00	0.63	823.00	825.00	(0.24)	2,557.00	2,534.00	
▼ Expenditures									
▼ Expenditures 1									
Expenditure 1	99.00	55.00	80.00	59.00	59.00	0.00	228.00	212.00	
Total Expenditures 1	99.00	55.00	80.00	59.00	59.00	0.00	228.00	212.00	
▼ Expenditures 2									
Expenditure 2	103.00	105.00	(1.90)	103.00	109.00	(5.50)	324.00	337.00	

Insights

Chat history

FYTD budget variance analysis

FYTD budget variance analysis for Department A



Account Group	FYTD Actuals	FYTD Budget	Variance
Revenue	6,625	1,575	5,050
Cost of revenue	794	789	(5)
Operating expenses	349	315	(34)
Net	5,482	471	5,011

All content may be inaccurate. Check for mistakes.

New chat

Sage Software – AI Developer Solutions

- Pre-built frameworks, APIs, and [Microsoft](#) Copilot Studio integration
- Combining Sage AI Gateways with Amazon Bedrock and Amazon Bedrock AgentCore to help partners create secure, scalable AI extensions
- Partners can build industry-specific applications - construction job costing with AI-powered variance analysis, healthcare revenue cycle prediction, manufacturing demand planning - without starting from scratch.

NetSuite unveils NetSuite Next

Next generation of NetSuite embeds conversational AI and agentic workflows across the suite to transform how AI works for business

NetSuite Next includes:

AI Canvas: A collaborative workspace embedded in NetSuite. AI Canvas enables users and teams to turn data into action helping them to analyze problems, brainstorm solutions, and trigger agentic workflows all from a visual workspace.

Narrative summaries and insights: Automated explanations, available in record forms, reports, and other pages across the suite. The narrative summaries and insights feature proactively surfaces correlations and trends from NetSuite's unified data model so users can spot opportunities and risks before they become issues.

Agentic workflows: Proactive, AI-driven workflows that can help automate complex tasks such as payment proposals, vendor selection, reconciliations, and supply chain operations. The new agentic workflows give users the choice to approve key decisions or allow agents to act autonomously.

Document and knowledge integration: Large language models extract and validate information from a wide range of sources, including invoices, contracts, receipts, PDFs, policy manuals, training guides, customer testimonials, and purchase orders. This reduces manual work and improves the accuracy of insights by enabling NetSuite to read, interpret, and act on that knowledge, turning isolated documents into actionable workflows.



Digits AGL

- AI-native accounting platform that automates core accounting workflows like bookkeeping, bill pay, invoicing, and financial reporting for startups, small businesses, and accounting firms
- Real-time data syncing and transaction categorization
- Trained on over 825 billion small-business transactions
- Outperforms LLMs by 53% for accounting tasks

The screenshot displays the 'Vendors' section of the Digits AGL accounting platform. The interface is clean and modern, with a blue header and a white main content area. On the left, there are four 'Insights' cards for the year 2025: Total Vendors (59), Spend (\$511,168 from 467 transactions), New Vendors (15), and Multiple Categories (4). The main area shows a list of vendors with a search bar and filters. The vendors listed are Airbnb (\$10,790.00), Airtable (\$1,425.40), Allianz SE (\$453.00), and Apple (\$22,507.84). A detailed view of an Allianz SE transaction is shown, dated August 19, for \$453.00, categorized as Insurance. Below that, a detailed view of an Apple transaction is shown, dated August 12, for \$249.00, categorized as Computers Expense. The interface includes navigation buttons like 'View', 'Edit', and 'New Transaction'.

Vendor	Total Amount	Number of Transactions
Airbnb	\$10,790.00	5 Transactions
Airtable	\$1,425.40	5 Transactions
Allianz SE	\$453.00	1 Transaction
Apple	\$22,507.84	12 Transactions

Date	Party	Source	Category	Amount
Aug 19	Allianz SE	Allianz Insurance. Merchant name: Allianz Insur...	Insurance	\$453.00
Aug 12	Apple	Purchase of Apple AirPods Pro for noise cancell...	Computers Expense	\$249.00
Aug 02	Apple	APPLE.COM/BILL; Merchant name: Apple	Business Applications & Software	\$24.99
Jul 18	Apple	Purchase of Apple iPad Pro for digital signature...	Computers Expense	\$1,299.00



Digits AGL

Features include:

- **AI Bookkeeping:** Uses a proprietary "Autonomous General Ledger" (AGL) that is trained on billions of financial transactions to automatically categorize and book over 93% of transactions.
- **Real-time Financials and Dashboards:** Platform offers interactive, drag-and-drop dashboards providing instant visibility into key metrics such as revenue, cash flow, and burn rate, without needing spreadsheets.
- **Automated Invoicing and Bill Pay:** Manages accounts payable and receivable, allowing users to send invoices and pay bills directly within the platform. The AI extracts details from bills and tracks payment statuses automatically.
- **Integrations:** Connects with over 12,000 banks, credit cards, payroll providers, and payment processors to ensure all financial data is synced in real-time.
- **Collaboration Tools:** Designed for fluid collaboration with unlimited users, built-in commenting on transactions, and secure client portals for document sharing and communication.
- **Human Oversight:** While automation is central, human CPAs and accounting professionals can oversee the AI's work and handle complex questions, ensuring accuracy and compliance with accounting standards.

Audit

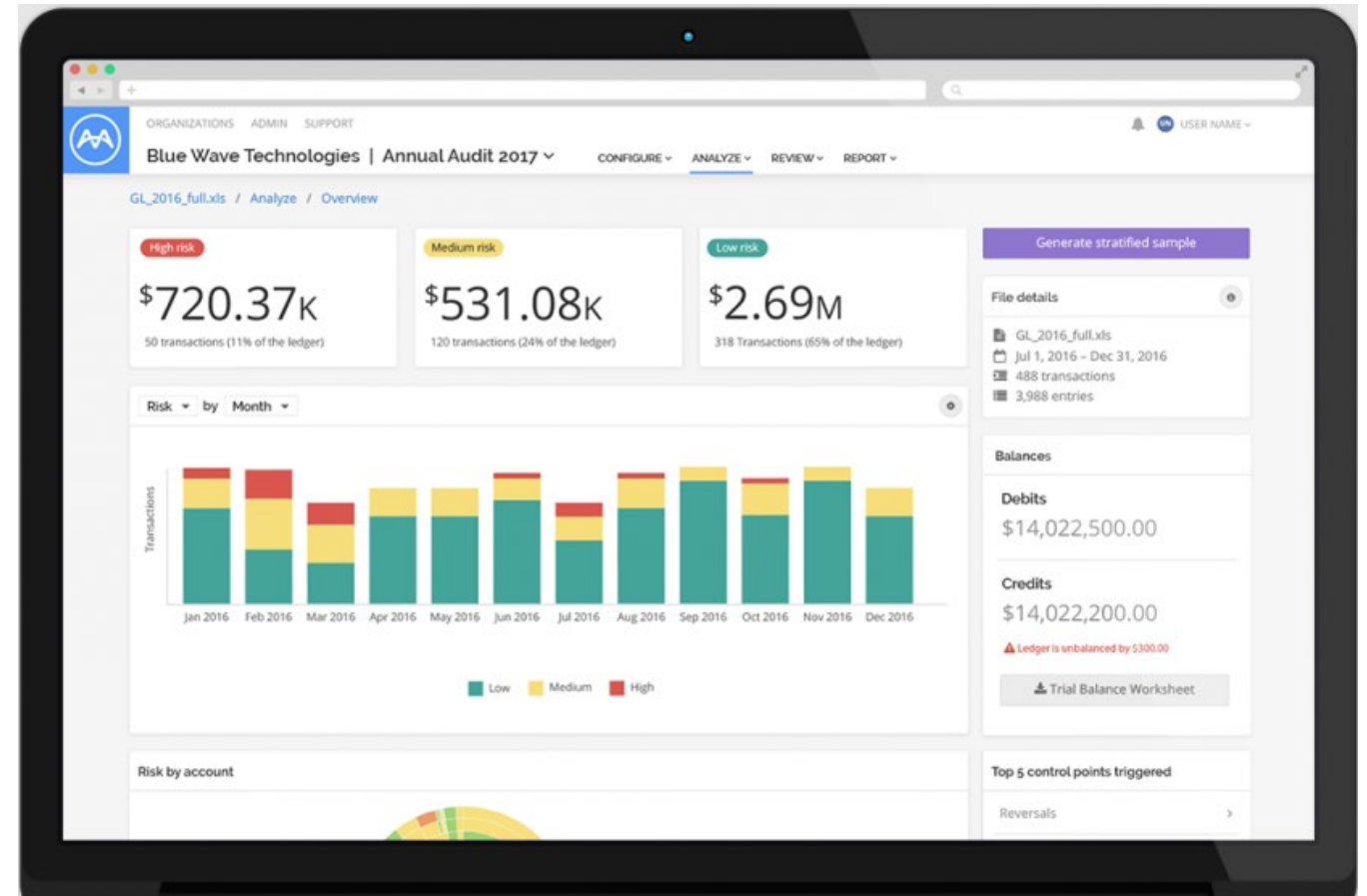
Audit – Sample Use Cases

- Engagement planning
- Risk assessment
- Workfile creation
- Analyze full ledger data for anomalies - Replace sampling with 100 percent analysis to surface outliers and unusual transactions
- Select audit samples intelligently - Let AI flag the riskiest transactions for testing instead of relying on random sampling.
- Verify supporting documents automatically - Use AI to link figures in workpapers to invoices, contracts, or bank statements with one click.
- Financial statement disclosures

MindBridge AI Auditor



- **100% audit** with risk scoring via advanced AI and Machine Learning algorithms
 - Assessed against **28 control points**
 - Identified risk areas include
 - Monetary flows
 - Manual entry
 - Unusual coding
 - Period over period
 - Industry
- Out of the box integration with leading ERP systems
20+ standard financial reports & ratios



Fieldguide

- AI-powered engagement software platform for audit and advisory firms.
- Streamlines entire engagement lifecycle
- Solutions include:
 - Risk advisory
 - Cybersecurity & privacy
 - Regulatory compliance
 - SOC readiness & audit
 - Financial audit
 - IT audit

The screenshot displays the 'Engagements (67)' dashboard. At the top, there are navigation tabs for 'Inbox', 'Engagements', 'Controls', and 'Clients'. A summary bar shows 24 Pending, 41 In Progress, 1 Complete, and 1 Archived engagements. Below this is a table of engagements with columns for Client, Name, Status, Start Date, End Date, Engagement Lead, and Requests. The 'Requests' column features a progress bar with colored segments representing different stages. On the left, there are filter sections for 'CLIENTS' (set to '(1234567)'), 'STATUSES', and 'METRIC' (set to 'Requests').

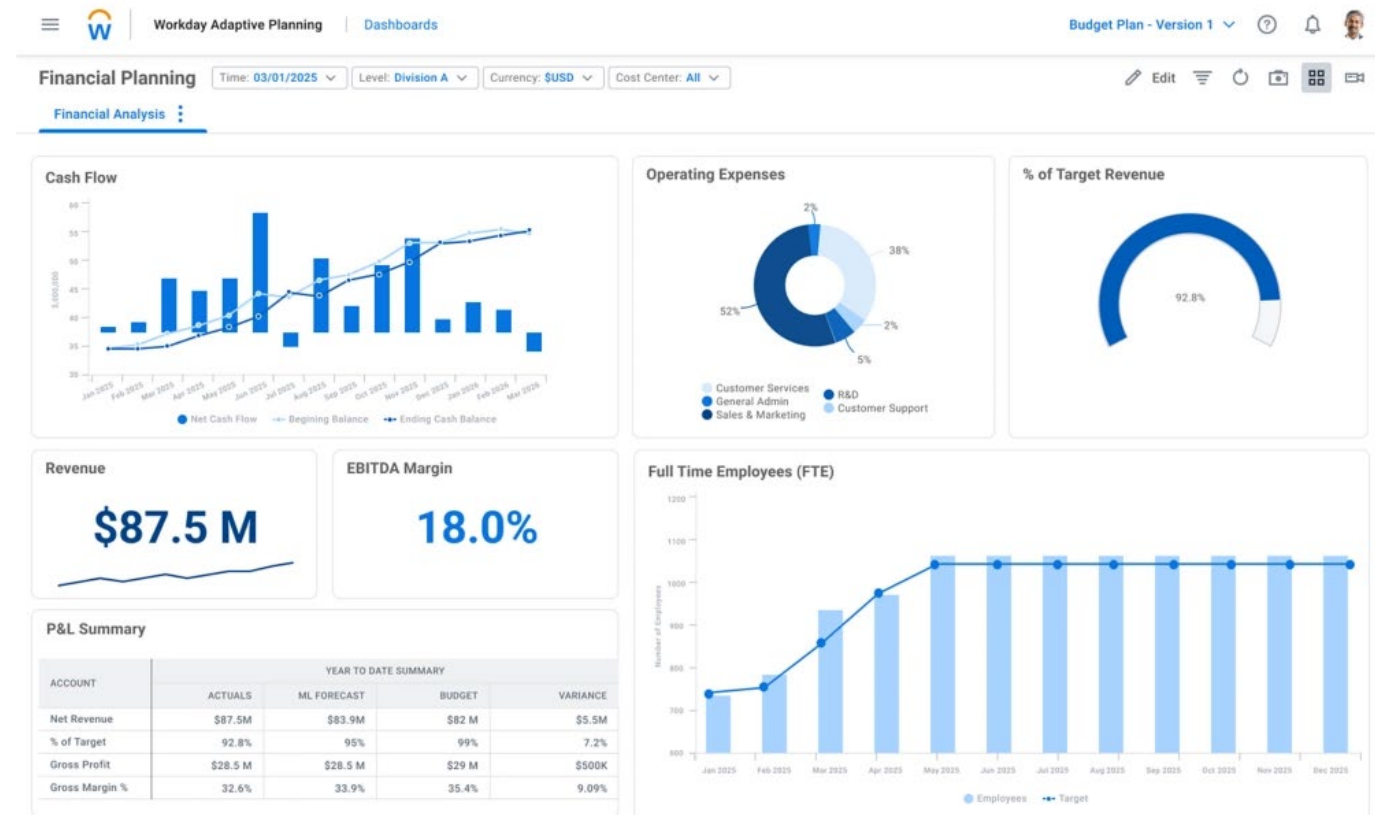
Client	Name	Status	Start Date	End Date	Engagement Lead	Requests
(1234567)						
ATX Enterprises	SOC 2	Pending	2022-09-28		Mr. Mark Szczepanski	1
BHY + Co	2022 SOC 2 Type II	Pending	2022-11-08		Ms. Brittany Yandura	18
BHY + Co	Financial Audit 2021	In Progress	2021-12-08		Ms. Brittany Yandura	1, 2, 3, 4
BHY + Co	ISO 27001 + SOC 2 Type II	In Progress	2021-11-01		Ms. Brittany Yandura	1, 4
BYP Enterprises	2022 SOC 1 Type II	In Progress	2022-03-09		Ms. Brittany Yandura	1, 2, 3, 2
BYP Enterprises	Kailey Temp Engagement	Pending			Ms. Kailey Firm Admin	1, 15, 2
BYP Enterprises	Kailey Temp Engagement2	Pending			Ms. Kailey Firm Admin	1, 17
BYP Enterprises	SOC 1 + SOC 2 + HIPAA	In Progress	2020-10-01	2021-09-30	Ms. Brittany Yandura	1, 7, 3, 1, 6

Get enterprise visibility across all clients, engagements and frameworks, so you can quickly address outstanding actions or potential issues

Financial Planning & Analysis (FP&A)

Workday Adaptive Planning

- Conversational AI & Workday Assistant
- Predictive Forecaster: Leverages both historical and external data to generate predictive demand forecasts.
- Intelligent Variance Analysis
- Personal and Shareable What-If Scenarios
- Automated Headcount Reconciliation
- Bottom-Up Workforce Planning Interface
- Cloud Data Connect
- Collaboration and Tagging





Challenges

Challenges of AI in Accounting

1

Data Security

Protecting financial data requires strong security and regulatory compliance.

2

Accuracy Concerns

AI outputs need manual verification to avoid financial misstatements.

3

Implementation Hurdles

Training, integration, and workflow adjustments are necessary.

4

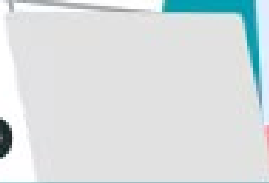
Transparency Issues

AI's black-box decision-making complicates audits.

5

Business Continuity Risks

Over-reliance on AI can disrupt operations if technology fails.



Five Myths About GenAI in the Enterprise

AI Will Replace Most Jobs in the Next Few Years → Research found limited layoffs from GenAI, and only in industries that are already affected significantly by AI. There is no consensus among executives as to hiring levels over the next 3-5 years.

Generative AI is Transforming Business → Adoption is high, but transformation is rare. Only 5% of enterprises have AI tools integrated in workflows at scale and 7 of 9 sectors show no real structural change.

Enterprises are slow in adopting new tech → Enterprises are extremely eager to adopt AI and 90% have seriously explored buying an AI solution.

The biggest thing holding back AI is model quality, legal, data, risk → What's really holding it back is that most AI tools don't learn and don't integrate well into workflows.

The best enterprises are building their own tools → Internal builds fail twice as often.

Challenges in building Agentic Systems

- Numerous challenges that developers immediately run into as they start exploring building AI or Agentic systems for use-cases within their organizations:
 - Generalization Gap: LLMs haven't seen your org's data, your dashboards, your business logic - how can they make sense of it?
 - Data Messiness: Real-world data is inconsistent, semi-structured, and riddled with edge cases - current models are bound to fail
 - Non-Determinism: LLMs don't behave like code. They generate different outputs even for the same inputs
 - Human Learning Curve: Prompting is a new developer skill—and brittle, its hard to get your prompts right without iteration

New Entrants



ENTERPRISE

Customer Service & Support Agents, Sales & Marketing AI (SMM), Automation & Operations (AGentic SPM), Human Capital & Talent, Legal AI, PR/PS & Rise

APPLICATIONS & AGENTS

Code AI & Agents, Text, Docs & Knowledge Agents, Media Generation, 3D / Animation / Gaming, Audio & Voice Agents

INDUSTRY

Healthcare & Life Sciences, Finance, Robotics, Autonomy & Industrial, Aerospace, Defense & GovTech

INFRASTRUCTURE

Storage, Data Lakes/Lakehouses, Data Warehouses, Event Brokers & Messaging, Stream Processing & Streaming ETL, Relational & Distributed SQL, NoSQL Databases, Real-time Analytics / HTAP, Graph Databases, Vector Databases, GPU Databases

ANALYTICS

BI & AI Analytics Platforms, Headless / Embedded BI & Semantic Layer, Experimentation & Causal, Product Analytics

MACHINE LEARNING & ARTIFICIAL INTELLIGENCE

AI Developer Platforms, Local/On-Device LLM Runtimes, Agent Platforms, AI Observability & Evaluation, AI Safety & Security, Routing, Prompt Mgt & Experimentation, AI & Agent Governance, ML Ops, Data Generation & Labeling, Data Science, Enterprise AI Platforms, Speech & Voice AI, Computer Vision, AI R&D - Commercial, AI R&D - Nonprofit / Academic, GPU Cloud / Deployment Infra, Model Serving & Inference Runtimes, AI Hardware, Edge AI

INTEGRATE & OPERATE

ETL / ELT / Data Transformation, Unstructured & Vector ETL, Data Governance & Catalog, Data Integration, Data Quality & Observability, Cloud Observability, Privacy & Security, Compute

DATA SOURCES & APIS

Data Marketplaces & Discovery, Web Search & Crawl APIs, Financial & Alternative Data, Geospatial, Satellite & Location, Company / People / Entity Enrichment

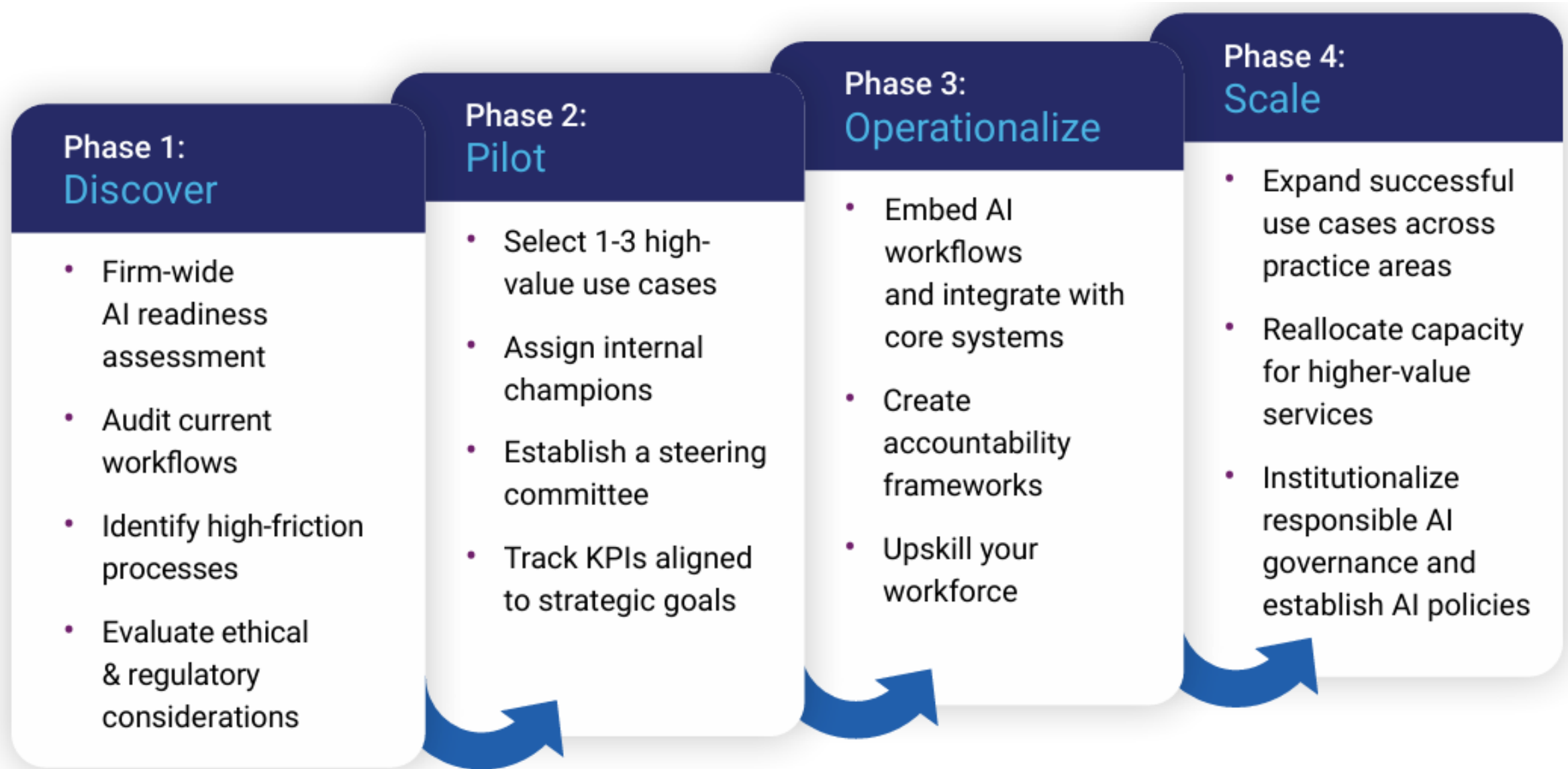
DATA & AI CONSULTING

Quantified Back to Tomorrow, Deloitte, Accenture, IBM AI Consulting, EY, PwC, KPMG Lighthouse, Slalom, Thoughtworks, Quantiphi, AREFACT, iChData, etc.



AI data centers

- By 2030, AI growth projected to annually:
 - Put 24 to 44 million metric tons of carbon dioxide into the atmosphere (emissions equivalent of adding 5 to 10 million cars to U.S. roadways)
 - Drain 731 to 1,125 million cubic meters of water per year (equal to the annual household water usage of 6 to 10 million Americans)



Resources

- Accounting AI Playbook - <https://www.accountingaiplaybook.com/playbook>



Thank You for Joining!

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