

Advisor Spotlight

Advisor Spotlight: James Cliame, Certified QuickBooks ProAdvisor



In San Diego, California, James Cliame is leveraging marketing insights and QuickBooks Enterprise Solutions to charge the growth of his firm, Net Result. "I've found it easy to interest clients in Enterprise Solutions," he says. "The cost of switching to Enterprise Solutions is minute compared to the cost of the learning curve to a Mas90 or Great Plains solution, especially the implementation and conversion costs. And performance is greatly increased, so you don't see employees falling asleep in the reconciling process."

Two case studies may serve as examples.

Case Study on Staffing Innovations

James says [Staffing Innovations](#) is a good example of a company ready to make a change and happy to find QuickBooks Enterprise Solutions. The company offers labor solutions to companies looking for software, hardware, and test engineers and other information technology professionals. James helped them convert and set up their records for Enterprise Solutions earlier this year.

Triple Keying of Data

"In April they realized they needed to change from their DOS-based accounting system," James recalls. "They had three different systems, and the three parts were not in unison." Those pieces were the DOS-based accounting system, a database to keep track of the high-technology personnel they place, and an outsourced payroll solution that did not link to the accounting system."

Kathy Campbell is Staffing Innovations' Accounting Manager, and she was pleased with what she saw. "There are specialized staffing solutions out there to deal with the unique demands of the staffing industry, costing thousands of dollars more than QuickBooks Enterprise Solutions," she says.

"The QuickBooks Enterprise Edition seemed to be the most user friendly and adaptable as well as the more economical choice," she says.

Progress Since July 1

Where are they now? James is working with them to look at ways to further integrate the three pieces of their system. "Now that QuickBooks anchors the accounting solution, I can suggest ways to further integrate their systems," he says. Those ways include using an Intuit payroll solution that integrates with QuickBooks, along with using QuickBooks Online Edition for dealing with reporting of hours from their staffing clients.

"I already have the program ready for them to use, when they decide to, that will take data from the Online Edition entries and bring them into Enterprise Solutions." The program has been adapted from the QuickBooks Software Developer's Kit (SDK), he says.

For now, Staffing Innovations is pleased with the progress. "Since I had been dreading the nightmare of a major accounting change (which took place this June), I was pleasantly surprised at how smoothly the transition went," Kathy says. "James was always available by phone and spent many hours showing us how to achieve the results we were looking for." She was also happy that James could either identify an existing report or tweak a report to fit their needs. She also likes how easily reports are exported to Excel.

Saving Time and Money

"The time savings is already noticeable," she says. "In addition, the costs to implement QuickBooks Enterprise Solution have been less than anticipated—and not much greater than the original upgrade estimate for an accounting system that was no longer compatible with our needs."

"Now Staffing Innovations are well on their way to integrating their operations," James says. "They love that fact that they can do their billing and payroll without having to double-enter all the data," he says.

Kathy sees clear skies ahead. "The new system works so flexibly we don't see any limitations on our ability to grow for years to come," she says.

Earth Support Systems

[Earth Support Systems](#) is a civil engineering design company specialized in the design of both temporary and permanent foundations and retaining systems. Earth Support is located in San Diego, California and provides service to all of California as well as Arizona, Oregon, Washington, Nevada, and Alaska.