

Nicole Fischetti, office manager, began looking for an accounting system in February 2005. "I was concerned about the way we generated our invoices," Nicole says.

"The company is growing and has quite a number of clients," James says. This year Earth Support has completed 100 projects. "They were looking at going to Great Plains or MAS 90, to handle their growth. I told them they didn't need to go to that route, and that there were better options out there."

James introduced them to QuickBooks Enterprise Solutions: Contractor Edition. "They believe in buying technology to achieve their goals, but they also were glad to learn they could save thousands of dollars in going to a midmarket solution."

Earth Support notes that the accounting transition earlier this year went surprisingly smoothly. Nicole says that "James was more than willing to help us implement the new accounting system, and noted that James not only got the new system running, but also fixed past accounting problems that had been compounding for years."

### ***Progress Since May***

One aspect of the new QuickBooks software appreciated by Earth Support is the time tracking option. "We have a lot of clients who have several jobs with us," she says. "It is great to be able to break the employees' time down by both client and job."

Another improvement that the new system made had to do with billing. "Our invoicing is more complete. I can bill every cost that is associated with each job and not worry about forgetting to add something to every invoice." Nicole admits that she continues to rely on Excel spreadsheets to keep track of a few of the costs, but is now using QuickBooks for the majority of her invoices.

### ***Help with Payroll***

James not only implemented QuickBooks Enterprise Solutions, he helped them set up QuickBooks Enhanced Payroll. "Now I do the payroll myself, and it works really well," Nicole says. "James comes by every quarter to make sure the federal and state withholding is going right, and to review the books. He makes sure there are no loose ends."

### ***In Partnership with CPAs***

James points out that he comes by some of his Enterprise Solutions work thanks to his arrangements with local CPA firms. "Staffing Innovations had contacted different CPAs to each give them a solution. I helped one of those CPAs develop what turned out to be the winning solution," he says.

What does he look for in a CPA firm to work with? "I tend to work with CPA firms that offer services to growing companies as a kind of outsourced CFO," James says. "Such firms often have clients who are ideal candidates for QuickBooks Enterprise Solutions."

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*James Clame, Certified QuickBooks ProAdvisor  
Net Result Accounting Software Solutions  
11835 Carmel Mountain Rd, Ste 1304-125  
San Diego, CA 92128-4609  
Tel.: 1-858-663-4321  
Fax: 1-858-592-9123  
[jclame@net-result.biz](mailto:jclame@net-result.biz)  
[www.net-result.biz](http://www.net-result.biz)*