

TARGET *Mid-market* COMPANIES.

Real Accountants. Real Solutions.

James Cliame grows his firm by targeting growing companies.

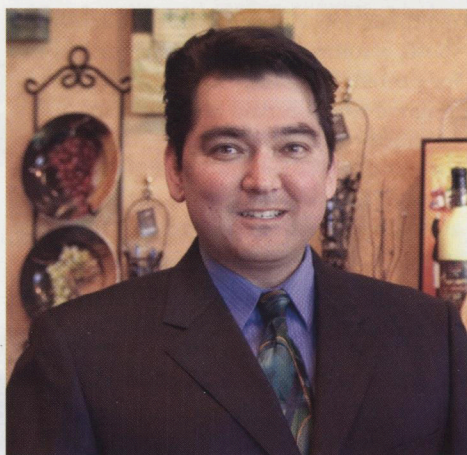
James Cliame uses his savvy business instincts and QuickBooks Enterprise Solutions to speed up the growth of his San Diego-based firm, Net Result, which provides accounting software solutions to small and medium-size businesses.

"I work with accounting firms that offer services to growing companies, functioning as a kind of outsourced CFO," explains Cliame. "These firms often have clients who are ideal candidates for QuickBooks Enterprise Solutions."

Enterprise Solutions is an easy sell.

"The cost of switching to Enterprise Solutions is minimal compared to a MAS 90® or Great Plains® Solution, especially when you factor in the short learning curve and the low implementation and conversion costs."

One of Cliame's clients, Staffing Innovations, is a staffing resource for companies looking for IT professionals. He helped the firm con-



James Cliame finds QuickBooks Enterprise Solution ideal for the broad range of companies he does business with.

Staffing Innovations' Accounting Manager, Kathy Campbell, was impressed with what she saw. "There are specialized staffing solu-

“Enterprise Solutions is built on a scalable SQL database, so there's no way a company has to worry about outgrowing it. And the low cost of implementation — and the ease of use — make it an easy sell for most of my clients. I'm so impressed with QuickBooks solutions, in fact, that I signed up to be a Certified QuickBooks ProAdvisor.”

— James Cliame, Net Result, San Diego
Certified QuickBooks ProAdvisor

vert to Enterprise Solutions earlier this year. "In April 2005, the company realized they needed to change from their DOS-based accounting system, a database for keeping track of the IT personnel they placed, and an outsourced payroll solution."

tions that deal with the unique demands of the staffing industry, but they cost thousands of dollars more than QuickBooks Enterprise Solutions. The QuickBooks solutions seemed the most user-friendly and adaptable — and the most economical."

Better integration throughout the organization.

"Now with QuickBooks anchoring Staffing Innovations' accounting solution, I can suggest ways to further integrate their systems," explains Cliame, "like implementing a QuickBooks payroll solution. My client really appreciates being able to do their billing and payroll without having to double-enter all the data."

"I dreaded the nightmare of a major accounting change, but I was pleasantly surprised at how smoothly the transition went," says Campbell. "Our new system works so flexibly, we don't see any limitations in our ability to grow for years to come."

Streamline accounting for mid-market business.

Since recommending QuickBooks Enterprise Solutions: Contractor Edition to Earth Support Systems, a civil engineering design company, Cliame has seen significant improvement in the company's accounting operation.

One aspect of the QuickBooks software that's especially appealing to Earth Support is the time tracking option. "We have a lot of clients who have several jobs with us," explains Nicole Fischetti, the company's office manager. "It's great to be able to break down the employee's time by both client and job."

Another improvement was in the area of billing. "Our invoicing is more complete now. I can bill every cost associated with each job and not worry about forgetting to add something to every invoice," says Fischetti. "We're now using QuickBooks for the majority of our invoices and QuickBooks Enhanced Payroll for processing payroll."

