Certified QuickBooks ProAdvisor® helps staffing company operate more smoothly

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 costs of switching to Enterprise Solutions are minute compared to the learning curve of a Mas90 or Great Plains solution, plus the implementation and conversion costs. And performance with QuickBooks Enterprise Solutions is greatly increased, so you don't see employees falling asleep during the reconciling process."

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 information technology professionals. James helped Staffing Innovations convert and set up their records for Enterprise Solutions.

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Triple Keying of Data

"Earlier this year, my client realized they needed to change from their DOS-based accounting system," James recalls. "They had three different systems, and none of them were working in unison." Those pieces included a 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 when James showed her QuickBooks Enterprise Solutions. "There are staffing software products out there specially designed to deal with the unique demands of the staffing industry," she says, "costing thousands of dollars more than QuickBooks Enterprise Solutions. It seemed to be the most user friendly and adaptable, as well as the more economical choice."

Once the QuickBooks Enterprise Solutions installation was complete, James began working with Kathy to look at ways to further integrate the three pieces of the company's system. "Now that QuickBooks anchors the accounting solution, I can suggest ways to further integrate their systems," he says. Those recommendations include an Intuit payroll solution that integrates with QuickBooks, along with using QuickBooks Online Edition for dealing with reporting of hours from their staffing clients.

For now, Staffing Innovations is pleased with the progress. "Since I had been dreading the nightmare of a major accounting change, 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," Kathy reports. "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 summarizes. "They love that fact that they can do their billing and payroll without having to double-enter all the data."

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