Digital Accounting Systems: An overview & roadmap for adoption

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Agenda

- Intro
- Types of Add-ons/Apps
- Process for Apps with Clients
- The Journey with Tech
- Top Tips
- Q & A

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Who am I?
Who are BlueHub?

Common Issues within Firms

App Overwhelm

Staff not engaging with the tech options

Not optimising the apps available

Reactive Approach

Internal Processes not identified or defined

No clear process for apps

Firms don't understand client base well enough

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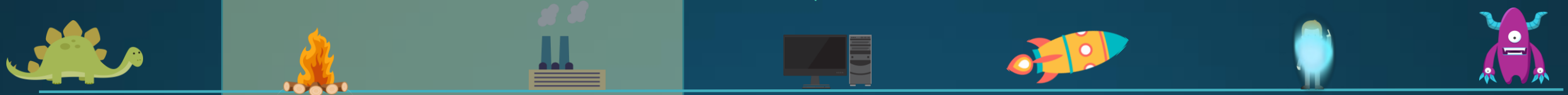
Firm Levels on the Cloud Journey

Need to be here to handle projected MTD workload effectively SCALE!



Level 0	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
Not considering cloud systems	A will to use cloud systems	Partial horizontal platform in place but no traction	Horizontal in place, onboarding/ conversion workflow executing	One vertical mastered - regular advisory sessions in place	Multi verticals mastered – regular advisory sessions	Evolution complete! Enhanced Business Advisory

Evolution to Cloud success

Types of Add-ons/Apps?

Types of Add-ons/Apps?

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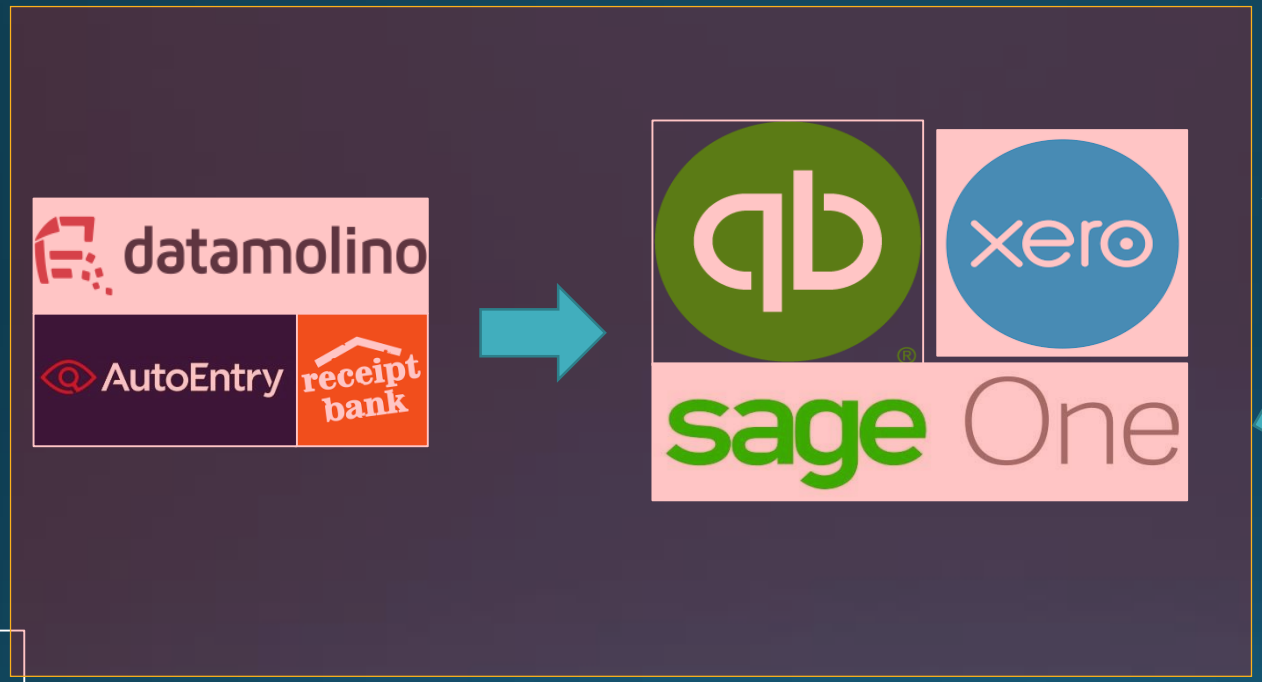
Level 1 – Firm Efficiency Apps



CHASER

Satago

Fluidly

float

FUTRLI

SPOTLIGHT REPORTING

Power BI

PRACTICE Ignition

GO PROPOSAL

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GOCARDLESS

stripe

Expensify

Types of Add-ons/Apps?

Level 2 – Basic

Quoting

PandaDoc

Quotient

- Quote Templates
- Visibility of Quote opening
- Multi User View
- Digital Signatory
- Attachment of letter of engagement/NDA

Level 2 – Basic

Customer Relationship Management (CRM)

- Most businesses require a CRM
  - Store important information
  - Promote team work
  - Assign sales tasks
  - Central email
- Stored Information
  - Contact details
  - Sales/Lead management
  - Project details
- There are numerous CRMs
  - 46+ on the marketplace
  - Hundreds more available
- How to select
  - Sales process?
  - What needs to be tracked?
  - Email provider?
  - Other systems?
  - How many users?

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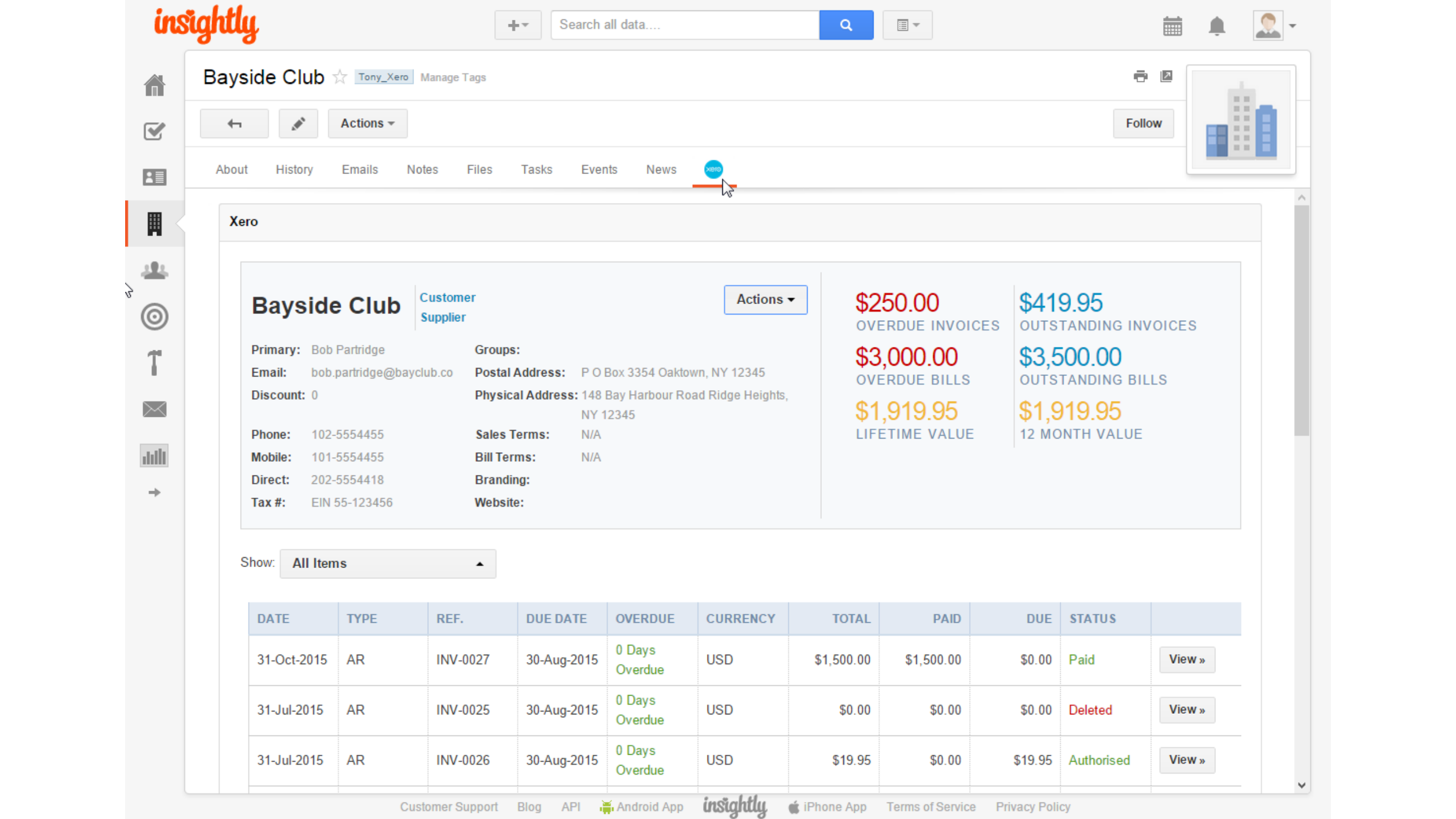
insightly
Search all data....
Bayside Club
Tony_Xero
Manage Tags
Actions
Follow
About
History
Emails
Notes
Files
Tasks
Events
News
Xero
Bayside Club
Customer
Supplier
Actions
Primary: Bob Partridge
Email: bob.partridge@bayclub.co
Discount: 0
Phone: 102-5554455
Mobile: 101-5554455
Direct: 202-5554418
Tax #: EIN 55-123456
Groups:
Postal Address: P O Box 3354 Oaktown, NY 12345
Physical Address: 148 Bay Harbour Road Ridge Heights, NY 12345
Sales Terms: N/A
Bill Terms: N/A
Branding:
Website:
$250.00
OVERDUE INVOICES
$419.95
OUTSTANDING INVOICES
$3,000.00
OVERDUE BILLS
$3,500.00
OUTSTANDING BILLS
$1,919.95
LIFETIME VALUE
$1,919.95
12 MONTH VALUE
Show: All Items
DATE TYPE REF. DUE DATE OVERDUE CURRENCY TOTAL PAID DUE STATUS
31-Oct-2015 AR INV-0027 30-Aug-2015 0 Days Overdue USD $1,500.00 $1,500.00 $0.00 Paid View »
31-Jul-2015 AR INV-0025 30-Aug-2015 0 Days Overdue USD $0.00 $0.00 $0.00 Deleted View »
31-Jul-2015 AR INV-0026 30-Aug-2015 0 Days Overdue USD $19.95 $0.00 $19.95 Authorised View »
Customer Support
Blog
API
Android App
insightly
iPhone App
Terms of Service
Privacy Policy

Level 2 – Basic

Level 2 – Basic

Level 2 – Basic

- Appointment booking
- Staff rotas
- Property management
- Training and event management
- Agriculture

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Types of Add-ons/Apps?

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Level 3 – Advanced

Project Management (job costings)

HARVEST accelo Tidy Work Workflow MAX

- PM systems guide workflow and internal process so it is important that the business and software are compatible
  - Quoting
  - Scheduling
  - Reporting
  - Job costings
  - Group work
  - Timesheets
- Used by: Creative, Professional Services, Manufacturing, Engineering etc
- How to select
  - Time and/or material
  - Granularity of planning
  - Scheduling format
  - Time recording/gathering
  - Users and permission (access)

simPRO SOFTWARE

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Level 3 – Advanced

Inventory Management

- Inventory systems are the core software for product based business
  - Stock control
  - Order processing
  - Sales/product reports
- Part of a web of systems
  - Point of Sale
  - E-commerce
  - 3PL
  - Accounts
  - Amazon, eBay or other online stores

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Level 3 – Advanced

Inventory Management

- How to select,
  - Track stock quantities?
  - EPOS integration?
  - E-commerce integration?
  - Users & permissions?
  - Wholesale?
  - Batch tracking?
  - Reporting requirements?

Used by retail, wholesale, manufacturing, trades etc.

- Track stock quantities
- Generate sales orders
- Reporting
- B2B order platforms
- Perform stock adjustments
- Generate and automate purchase orders

Level 3 – Advanced
e-Commerce
shopify
Woo
COMMERCE
Marketplace
ebay
amazon
EPOS
vend
iZettle
Social Media
Pinterest
facebook
UNLEASHED
tradegecko
CIN7
Stock
xero
Accounts

Level 3 – Advanced

Point of Sale (EPOS)

vend iZettle® eposnow kounta™

- iPads and Add-ons have replaced the traditional till
  - Integrated with Inventory add-ons
  - Update stock levels
  - Pull price tiers
  - Back order
- There are general EPOS systems and industry specific ones for:
  - Retail
  - Wholesale
  - Hospitality
- How to select
  - Industry?
  - E-commerce integration?
  - Stock system integration?
  - Reporting?

Level 3 – Advanced

E-Commerce

- E-commerce is now accessible to businesses of all sizes
  - Manageable without web developers
  - Access worldwide customer base
  - Estimated to £151 billion this year

- Integrates with inventory to update stock, improve reporting and automate order processing

Process for Selecting Apps for Clients

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Top Tips

1. Concentrate on optimising efficiency apps for your firm first
2. Understand your client base or the types of businesses you want to work with
   - Reduce 650 apps in the ecosystem to 6!
   - Proactive rather than reactive
     - Don't let the tail wag the dog!
3. Internally agree your firms parameters as regards add-ons/apps
4. Find partners (Add-ons/Apps & Cloud Integrators) that can help you fulfil the service before you offer the service
5. Not every workflow needs an add-on/app
   1. Client not right
   2. Modified CoA could be enough

How we can help?

- Work with firms to:
  - Optimise internal platform
  - Client Segmentation & Visualisation
  - Implement processes for client apps/add-ons
  - App Selection assistance – not all 650!

I have free checklists - ask me about them

- Work with businesses to:
  - Recommend systems based on client requirements
  - Implement systems (inventory, ecommerce, CRM and job mgmt. as a core)
  - Integrate systems with cloud accounting platforms
  - Support systems

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Thanks!

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