

TPS SOFTWARE INC

**SPECIAL
POINTS OF
INTEREST:**

TPS Software started 6 years ago with the mandate to create a new Time & Billing program that will "Redefine the Meaning of Time & Billing".

TPS offers small-to-mid-sized firms the tools necessary to help in the growth and management of their firm.

TPS has an extensive client profile that links directly into Microsoft Outlook 98/2000/XP's "CONTACT" feature so you do not have to have a separate contact manager.

Anyone with 'permissions' can check their Microsoft Outlook CALENDAR" and see if they are free to have an appointment.

You can also enter appointments directly from the 'time entry screen' as you record the time you are talking to the client on the phone.

TPS Time & Billing A Client Success Study

GERBER & Co, CPAs

Background

Gerber & Co. is a CPA firm and are members of the world wide BDO SEIDMAN Alliance. They are located in Beverly Hills, CA.

For many years they have been providing individuals, family offices and businesses with financial, accounting and tax services. In the Beverly Hills community they are respected for their cost-effective pro-active service to their client base. In addition, they have a robust real estate tax unit.

The firm has a staff of 23 professionals and 20 of these staff need to track time.

The Search

In July of 2004 David Jacob, a GERBER & Co. partner started the search for a new time and billing solution. He quickly narrowed the field to TPS Software and Best Software's CPA Software.

One of the key criteria for David was functionality. Their new practice management solution had to provide comprehensive man-

agement information so they could manage the firm more effectively and provide enhanced, and more timely client service.

The Decision

After reviewing the specifications for both products the decision was made to go with TPS Software because it completely met the functional needs of GERBER & Co.

A key differentiator for David was the fact that the TPS Sales team took the time to answer all of his questions.



Implementation

When it came to implementation there were very few problems. A key challenge for GERBER & Co. was the need to run parallel for one month and this required extra staff time. That was the bad news.

The good news was that the implementation cycle was fast,

painless and went much better than he expected. The support from the TPS technical team was superb and they were always available when required.

In Retrospect

A year later what have the results been for GERBER & Co.? According to David Jacob, "we can now manage the firm more effectively because we have a complete analysis of where time has been spent. When a client asks a question about time we have the answer instantly. Also, our productivity has improved because each staff member is now entering their own time."

So are GERBER & Co. happy with their decision to go with TPS. In a two word answer, David Jacob responds - "You Betcha."

