

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

James C. Mahoney, CPA

Background

James C. Mahoney, CPA is a Professional Corporation located in West Toluca Lake, CA. The firm serves clients in the Los Angeles area and provides a wide range of accounting, tax and consulting services to individuals, partnerships and corporations.

The firm's success for the last 15 years lies in its close, one-to-one relationship with its clients. The professional team is highly trained, have advanced degrees in accounting and have in-depth experience.

The Search

In the spring of 2001, Jim Mahoney started looking for a new time and billing program. He was introduced to TPS Software at the Los Angeles CPA Technology conference and was impressed from the beginning.

The key requirement for Jim was a software solution that could be tailored for each client and at the same time not require the firm to change the way it did business. Plus the program had

to be affordable, reliable, modifiable and easy to use.

The Decision

A key factor for Jim was his ability to talk to Tom Dawson, a TPS partner, at the Los Angeles show. As Jim put it, "Tom provided straight answers and his presentation was head and shoulders above the others. The competition's demos had a "rehearsed" feeling and they didn't have the depth of knowledge about the product."

Another determining factor was how easy it is, with TPS, for staff to enter and review time information.

Implementation



Implementation began in the late summer of 2001 and the process went very smoothly. It was simple and quick and there were minimal problems. The actual conversion took about 20 minutes by phone. Training was handled online with telephone assistance.

TPS Service

According to Jim the service is the best of any software that the firm has ever used. Rarely do we not get an immediate response to a support call

In Retrospect

3 years later what have the results been for the firm? Thanks to TPS's AR tracking, there has been a significant increase in cash flow. Client satisfaction has increased because of the accuracy and timeliness of the billing and statement information. As Jim puts it "I can bill 100 clients in minutes and review all of my client billing information in two hours. I particularly like the great management reports."

I have referred other firms to TPS on a number of occasions. I can't think of a situation it won't handle"

