

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

Sansiveri, Long & Co., L.L.C.

Background

Sansiveri, Long & Co. is a full practice CPA firm practicing in Clifton, NJ. The firm has two partners and 6 professional staff.

Sansiveri, Long & Co. prides itself on being large enough to provide full services to its clients in the Tri-State area but small enough to maintain the personal touch. It specializes in working with small startups companies through the process of creating a limited or S Corp and then working with the owners to establish proper business processes.

The Search

In late 1999 Adam Long started the search for a new time and billing program. He looked at all of the available programs and narrowed his search down to three. The functionality that Adam was looking for was ease of use, simplified billing and quality management reports.

The Decision

In early 2000 TPS was selected for a number of reasons. According to Adam,

"TPS was designed specifically for a CPA firm." He liked the user interface, the options of doing different types of billings, great reporting, plus the fact that due date tracking was built in. Secondly the TPS staff were the most knowledgeable about the time and billing process.

Implementation

The implementation was instant. Within three or four days the program was up and running. The firm had some questions about codes and categories but they were quickly resolved.



TPS Service

This has been a very positive experience for Adam Long. "I've gotten to know Tom, Ted and Susan and they are highly knowledgeable about the program, how to handle time and billing and how to deal with the technology that goes with it. They are highly responsive and I never have to

wait for a call back."

In Retrospect

5 years later what have the results been for Sansiveri, Long & Co.? Adam Long says "the benefits are clearly in capturing all the time so you can bill in an efficient manner. Tracking the status of client engagements has been a big plus for the firm. With the reporting in TPS we can stay on top of our billings and receivables. Integration with Word is another plus. We have set up different Word templates for different types of clients and the billing uses the correct template automatically."

Adam Long is a committed TPS supporter and recommends it to colleagues and friends. As Adam puts it jokingly, "I'd rather give up the tax software I've been using for 15 years before I'd give up TPS."

