

## The Saxon Accounting Group

BillQuick has been the answer for my clients and me. My CPA practice is focused on engineering consulting firms. My corporate experience was centered in an eight-year stint as the CFO for a large engineering consulting firm. Both experiences have exposed me to either very expensive, elaborate financial software systems or mass market, inflexible systems that are really fancy automated checkbooks.

Both alternatives were very frustrating. The elaborate systems required a fulltime MIS staff and hours of expensive training. At the end of day after the system was fully installed and the last check had been written, I always had the feeling that there had to be a better way. The cost could not really be justified when you knew that a more economical way was technically very feasible. The mass-market software products were just as frustrating, because they seemed so close, yet so far. There was always this feeling of "yes, but."

About three months ago, one of my clients hit pay dirt. They had been discovered by the nuclear utility industry and they grew from 10 to 75 people overnight. Their computer financial system could not handle the workload. The firm's management hired me to research and evaluate an upgrade to their current computer financial systems. I sat through the sales presentations of all the large software vendors Timberline®, Harper & Schuman®, Solomon®, Real World®, Semaphore®, etc.. The base bare bones cost of all of them was \$20,000 to \$25,000, and when you added in training and support and more staff, you could easily reach \$50,000. My client could comfortably pay this price, but it just went against all my training and instincts. There just had to be a more economical way. PC's had dropped to under \$1,000. Stock trades are now consistently under \$10. Why can't we get effective billing software for an economical price?

Listening to all these pitches was time consuming. My client was desperate to find a solution, and I chose one of the large vendors for a final meeting where we would finalize the price and begin installation. Before that meeting, I jumped onto the Internet to do a quick search hoping that something would pop up. Entering the words, billing, time, and accounting. The usual suspects showed up Timeslips®, Quickbooks®, and Peachtree®. Been there -done that. Two of my other clients had terrible experiences with Timeslips®. To be fair, I downloaded all three programs and found them to be inadequate. Some new names did show up, and one of them was BillQuick™.

I went to their web page and the layout was clear-cut and to the point. Nice. I immediately called them, because time was running out. Someone other than an arrogant salesman answered the phone. And he knew the program well. The price was out there for all to see. \$495 for up to five users. Yes! So far, so good. I downloaded the program and spent the better part of the evening playing with it and nursing a beer. I liked the layout. The screens were to the point -just like their web page. Easy to understand. After twenty years as an accountant, you just know what will work and what will not work. I immediately knew that BillQuick™ was a better way.



I called my client the next morning and told him that I found a better solution to his problem. I downloaded BillQuick™ to my client's computer that afternoon and showed him what it could do. He liked the screens and he quickly understood the power of the report writer. BillQuick™ has the price of the mass-market programs and the power of the expensive programs.

Isn't America a great place.

**Carl V. Saxon**

President

The Saxon Accounting Group

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