



# Accounting Firms Technology

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*Focus. Growth. Strategy.*



# About FGS

## Engagement

- 600+ practices over 12 years
- Implementation & Optimisation of Cloud Software Stacks

43 of the Australian top 100 have engaged with FGS

## Our Team

- 14 team members
- Offices in Australia and the UK
- Consultants, Analysts & Developers



What we're seeing





# Software 'Stacks'

**“Get on the cloud”**

Why?

**Proper Integrations that make sense**

**Why is a stack superior to a single provider?**

- flexibility, specialisation



# Generational Change

## **Flexibility**

- 100% full time office presence is a thing of the past

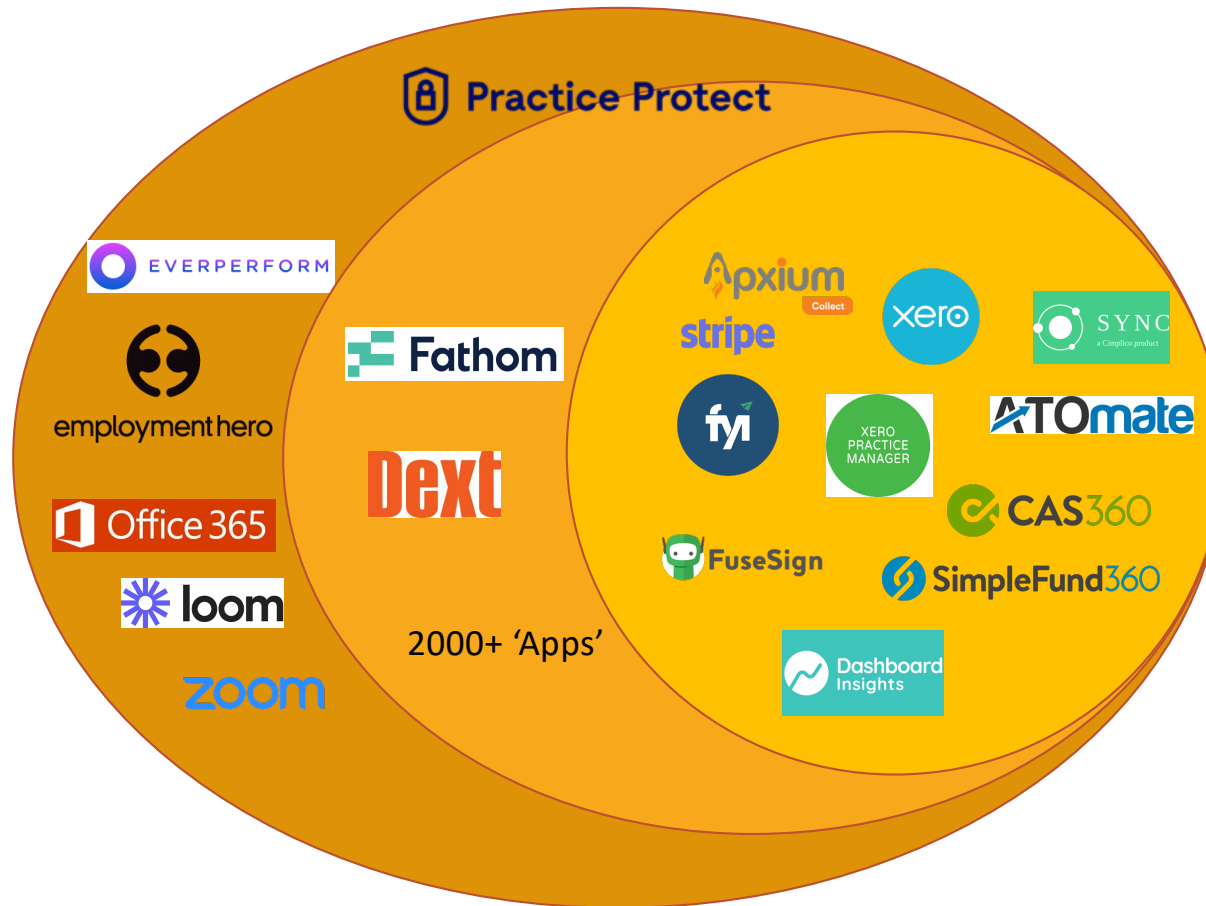
## **We Need Great Software**

- Professional software needs to catch up to consumer software

## **Developing New Workers**

- How do we develop skills when so much low-level work is automated
- \$ expectations

# A Post-Covid Software Stack







# What you can do

- Database management is critical with an integrated stack
  - Look at how your apps integrate & map your workflows
- Establish 'your way' with defined business process and client experience
  - Multiple client-facing apps can be confusing for clients
- Focus on foundational apps, then the ancillary
  - If you are not seeking 'transformational change' - pick off the most inefficient functions in your practice first



# What we're doing

## **Implementations**

- Cloud Practice systems

## **Optimisations**

- Firms already using some components of a 'stack'
- Process Optimisation

## **Partnering**

- Xero, FYI Docs, FuseSign, Cimplico



The logo for fgs advisory, featuring the lowercase letters 'fgs' in a bold, sans-serif font, followed by the word 'advisory' in a smaller, lighter font. To the right of the letters are four orange dots arranged in a 2x2 grid.

fgs  
advisory

The logo for Cimplico, featuring a green square with a white stylized 'C' inside, followed by the word 'Cimplico' in a green, sans-serif font.

Cimplico

A Strategic Partnership



## **Founded in 2017**

- Team of 6 and growing

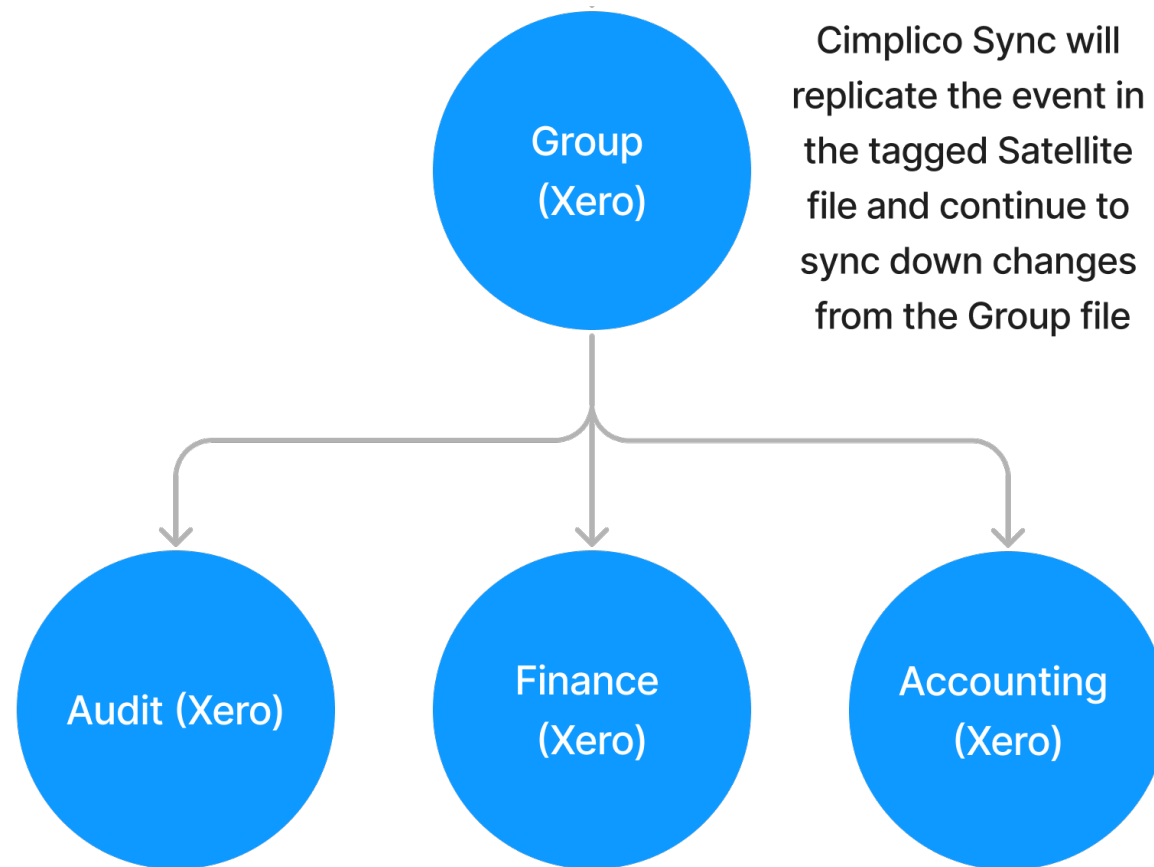
## **eXtract – Ledger Conversions**

- Handisoft, XPA, CaseWare
- Converted over 30,000 ledgers

## **Cimplico Sync**

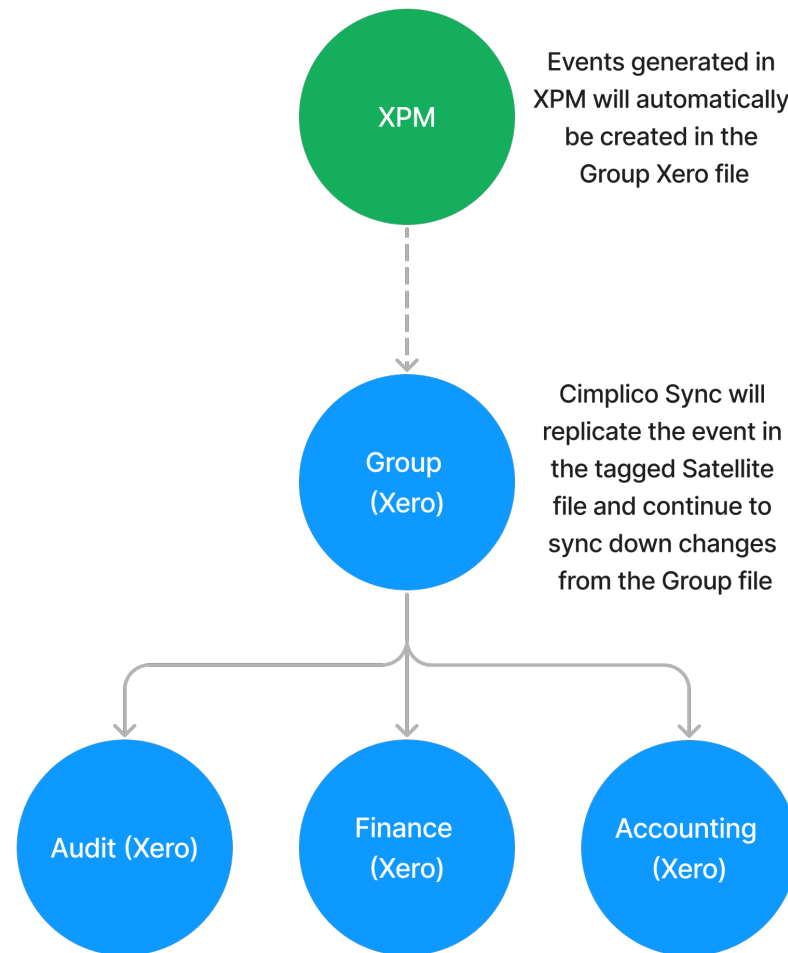
- Xero Invoicing for Multi-entity firms
- SME Application

# Cimplico Sync





# Cimplico Sync





### **Consolidated “Group” View**

Processing all transactions in a single file provides visibility across the business

### **Single Database**

- No longer have to maintain a separate database just because of legal structures

### **Respect Legal Structures**

- The Sync means legal structures are respected while operating on a single platform







# Workpapers

## Logical Workflows

- Trial Balance Based
- Internal & Client Communications
- Document Linking

## Integrated

- Xero & FYI Docs First
- Others in the Roadmap

## Compliant

- Customisable Procedures
- User Roles





# Workpapers Roadmap

## **Q1 - Feedback and Refinements**

- Taking feedback, refining workflows
- Adding features to make it more efficient

## **Q2, Q3 - Control & Efficiency**

- More controls on Non-TB Items
- Providing Content
- Efficiency-tools; incl inter-entity loans, manual journals, richer integrations

## **Beyond - Automations & Integrations**

- Leveraging Machine Learning & AI for intelligent suggestions
- Firm-level custom rules & automations



# Simple pricing.

Monthly billing

Yearly billing (8% discount)

## ESSENTIAL

**\$12** AUD /entity

Buy Essential

✓ Up to 1,500 active entities

## PROFESSIONAL

**\$9** AUD /entity

Buy Professional

✓ Up to 3,000 entities

## ENTERPRISE

**Need more?**

Contact us



# **Offer for DFK Firms**

**Public Release January 2023**

**Have a chat to us about setting you up  
with a trial**

**3 months free; before 1 March 2023**

