

# 2012 EXECUTIVE PREDICTIONS YEAR IN REVIEW

## 2011 Year in Review

In 2011, we continued to invest in our products delivering a range of new capabilities. Our product innovation is driven by two things. First, helping our customers meet the growing demands of their daily tasks. Second, providing anytime, anywhere access to information.

- To support the increasing needs of the mobile workforce, we introduced **BillQuick mobile apps** for iOS and Android OS. Enter time and expenses anywhere with these free apps.

- With the **BillQuick 2011** release, we took things to a new level to further make BillQuick your indispensable time & billing assistant. Its new and enhanced features do most of the repetitive tasks for you. Now, you can automate your billing process with the new **Automatic Billing** feature. And, with the new **Progress Billing**, BillQuick can bill now and link the time entry data on a

later date. When entered, it automatically writes-up/down the time entries.

- We introduced an **Accounts Payable** module with BillQuick 2011. Aside from just billing clients, you can now pay sub-consultants, track business expenses and connect those expenses with business income. You can also print Profit and Loss reports, Balance Sheets, and other financial reports.

- Since launching **BillQuick Online** in 2010, many of our customers have benefited from managing their time and billing anywhere and reducing their overhead — no software installation or server maintenance required.

These are only a few things that we've accomplished in 2011. For 2012 and beyond, innovating with our customers' success in mind is at the heart of everything we do.

## PREDICTIONS FOR 2012 & BEYOND

2012 will bring new ways of interacting with technology, a reduction in "data entry", a shift in the way you store data and the beginning of the end of the conventional PC.

### 1. Zero entry approach to information will increase.

Applications and devices will collect and present information with little or no input from you. Some examples of applications already utilizing this concept are Mint, TripIt, LinkedIn and Google Analytics. Here at BQE, we're working on adding zero entry features to our app. For example, it will track your employees' client visits (location and duration) and travel time. Then it will automatically create time and expense entries based on the day's activities. Zero typing resulting in zero loss of billable time.

### 2. Location-based applications will surge.

The two biggest users of this technology will be social networks and advertisers. Right now, you can use Facebook to locate nearby friends and family. Or, use Twitter to view tweets of nearby customers, coworkers or peers. Advertisers will increasingly use this technology to detect your location and make restaurant recommendations, send coupons, etc.

Innovation with location-based technology will only grow as more products (i.e. phones, watches and cars) incorporate it.

### 3. Sales of mobile and tablet apps will double.

More applications will be designed from the ground up for tablets and you'll see a decline in laptop sales. Tablet apps for Peachtree, QuickBooks and BillQuick will be introduced that are better designed and more intuitive than their desktop counterparts. It's a whole new game.

### 4. Voice recognition competition will heat up.

In response to Apple's Siri app, the voice command applications from Microsoft and Google will hit the market and accelerate innovation in this space.

### 5. The proliferation of the cloud will accelerate.

Cloud service use will become commonplace, for two reasons. First, bandwidth cost will decrease significantly giving you a faster connection to the cloud. Second, the data will no longer live on your device. Instead, it will live on the cloud and become device-agnostic. Apple's iOS 5 Photo Stream is a good example of the device-agnostic data.

### SHAFAT QAZI

CEO and Founder, BQE Software

For nearly two decades, Shafat Qazi, the CEO and Founder of BQE Software, has worked with professionals in service-based businesses such as accountants, attorneys, architects and engineers to develop solutions to help them achieve greater efficiency in the management of time, expenses, billing and projects.



Shafat has a passion for technology and possesses an innovative and forward thinking mindset that is reflected in the time and billing solutions developed by BQE. Examples of this include the implementation of workflow automation and the use of Fuzzy logic (i.e., Artificial Intelligence) to create software that actually learns as it's

used. Not content to just solve the current needs of BQE's customers, Shafat is always looking to create solutions for future demands that may arise from the latest technological innovations and changes in the industry BQE serves.

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## ABOUT BQE SOFTWARE

BillQuick® by BQE Software is the leading time & billing, and project management software for small to mid-sized firms. With over 250,000 customers, it's the trusted solution that CPAs, accountants and other professional services firms depend on every day.

BillQuick streamlines your time & billing processes, increases profitability, and helps you make better business decisions with real-time data. It integrates with QuickBooks, Peachtree, MYOB and Outlook. Add-on products for BillQuick include:

- Web-based anytime, anywhere access via **BillQuick Online cloud service** or **self-hosted Web Suite**.

- Free, native **iPhone** and **Android Apps** that allow Web Suite and BillQuick Online customers to enter time and expenses seamlessly from their phone.

- **BillQuick HR** to efficiently track staff's sick and vacation time.

- **BillQuick Outlook Add-In** to record all appointments, tasks and correspondences created in Outlook as time entries.

- **BillQuick Agent** to quickly view your company's financial state and make accurate business forecasts.

BillQuick



# BILLQUICK NOSE YOUR BUSINESS

Elevate your time and billing, and project management processes to the next-level with BillQuick's cutting-edge integration with QuickBooks and Peachtree, robust add-on modules, and rich customization features. With BillQuick, you can connect the way you prefer—desktop, cloud or mobile. Get running with a BillQuick and breathe easier.

Contact us to learn more about how we can help you, and your clients.

Rated  by CPA Practice Advisor.

## BillQuick

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