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A custom write-up application is a software solution created for the specific purpose of supporting a practitioner's write-up practice. A non-custom software application can, therefore, be said to be an adaptation of a software product to other than its (specific) intent. Maybe it's just me, but I am constantly amazed at the number of busy practitioners who use a very general accounting package in support of their write-up practice.

Actually, I commend these practitioners, as they have adapted the use of software. Adaptation takes creativity and intelligence. In order to adapt, you have to understand how to implement and use the software being utilized — a key to effectively working with any software product. On the other hand, many would say these accounting practitioners have only a “hammer in hand” and, therefore, rather than adapting the use of software, these practitioners have adapted (limited?) their accounting practices.

Most computer users are loyal and have strong feelings about the programs that they choose to employ on a daily basis. Therefore, you can argue that the reason for adaptation rests, in part, in this perceived loyalty. Accountants are fairly typical in this regard. At the same time, many accounting practitioners are loyal to their (custom) write-up program of choice, as write-up engagements remain the “bread and butter” of many accounting practices today.

Like I said, it could just be me. Perhaps I am just “Type A,” looking to spend (waste, some would say) money on “custom” applications. Or perhaps I am just bored or simply looking to spend time reviewing products that I don't presently (but could) use in my accounting practice. But I really don't think this is the case. Rather, I am always willing to

sample other products within reasonable time constraints (nothing like an online

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me wrong, almost all have the accountant's report and most include the basic financial statements — balance sheet and income statement. However, any "sameness" usually ends there, and the other supporting documents take many forms and shapes. In this "variety" I get to see how the "other side" thinks and functions. Some presentations are exhaustingly long, while others are very brief. No doubt, this may be due to the custom (or non-custom) write-up application being employed, as there is varying support for the accountant's report, customized financial statements, trial balance, current/comprehensive GL reporting, customized transaction journals, financial statement analysis including graphs, notes to financial statements, etc.

Since no two accounting firms are exactly alike, the choice of a write-up program should be based on "individual fit." As each write-up program has its own set of attributes, the write-up program providing the best "fit" will best meet the needs of the particular practitioner. In no certain order, factors that lead to the selection include ease of setup, learning curve, training, support and program pricing. Other related factors may include conversion of existing data, update/upgrade/maintenance, storage requirements, efficiency, flexibility and integration with the practitioner's other programs (tax, payroll, analysis, word processing, etc.).

With the increasing integration of tax and payroll programs, most any engagement involves the practitioner's write-up program. So use of the "right fit" application has widespread effect on the practitioner.

The truly exciting part of write-up practice today is what I refer to as "electronic interchange" with client data. Client data can be imported and exported, into and out of the practitioner's write-up program of choice. Support for this "interfacing with client data" varies among write-up programs,

as does the practitioner's ability to interface with client (program)

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## AccountantsWorld — Accounting Relief AC

Accounting Relief AC is a web-based, online product available from AccountantsWorld. Accounting Relief AC includes software for write-up, compilation, review, audit and financial statements. Accounting Relief AC allows the accounting practitioner and his or her clients to access the product from a standard web browser. Client access is determined and controlled by the practitioner..

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## CCH Tax & Accounting — ProSystem fx CPA Client Write-Up

Last year, we reported to you on CCH's ProSystem fx Write-Up, a brand-new write-up application that had just been brought to market. However, late in 2005, CCH announced the acquisition of Sage Practice Solutions, which had only just been renamed. This added the former Sage CPA Client Write-up product to the ProSystem fx line of software. The staff of CPA Client Write-up was retained, and CPA Client Write-up will be supported and regulatory updates will be released through 2007.

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## CYMA Systems, Inc. — CYMA Accounting For Windows Client Write-Up

Founded in 1980, CYMA Systems, Inc. is one of the oldest personal computer accounting software companies in the United States. CYMA Client Write-Up consists of a System Manager, General Ledger, After-the-

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one of two write-up packages offered by Intuit (the other is EasyAcct, the former TaascFORCE product). Clearly, Intuit has made its product strategy clear — to position itself as a major player in the accountant's write-up marketplace. Most will agree that QuickBooks (QB) is the most popular accounting product in today's marketplace.

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## [Micronetics — Xpert Write-Up](#)

### [For Windows](#)

Xpert Write-Up for Windows (Xpert) is a 32-bit Windows-compliant program for computers running Windows 95/98/NT/2000/XP.

Xpert supports computer networks running AS400, NetWare, NT, 2000, Unix and Linux. It includes General Ledger, Journals, After-the-Fact Payroll, W-2/1099 Laser Processing, integrated Bank Reconciliations, and comprehensive Financial Reporting.

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## [Thomson Creative Solutions —](#)

### [Write-Up CS](#)

Write-Up CS is widely recognized, and its innovations are regarded by many as the de facto industry standard — the standard by which many other write-up programs are measured today. Write-Up CS boasts more licensed users than any competitor, featuring a complete arsenal of integrated products with options you would expect to find in a market

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of “buckets” that was employed in building financial statements (subtotals and totals) in these early write-up applications. For my firm, it was our 1985 purchase of the original Write-Up Solution. We thought we had really made the jump to light speed (not). Of course, you could talk to some real pioneers (identified via the arrows in their backs) — the accounting practitioners who had a Radio Shack TRS-80 circa 1977. YES, we had write-up software not too long after the TRS-80 made its debut. (I never did hear of any write-up software for the Osborne or Apple 1!).

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