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## CPA Outreach Alliance

Strategic alliance will continue to educate and inform CPAs and accounting professionals about technologies that help their firms and their clients become more efficient and productive

Jan. 24, 2011

Braintree, MA – XCM Solutions, LLC, the pioneer in delivering paperless workflow solutions to the accounting profession, today announced it has joined the CPA-focused strategic alliance formed in 2010 by Fujitsu, the market leader in document imaging scanners, and SpeedTax, a provider of Software-as-a-Service (SaaS), fully-automated sales tax solutions.

XCM is web-based workflow management software that controls all the processes for completing work within a firm, ensuring best practices are followed and eliminating the disorganization typically associated with paper-based workflow. Additionally, XCM provides a central location for storing all the unstructured data related to a particular client project – important bits of knowledge scribbled on note pads or shared through email that find their way into a client file. Managing client information and project knowledge in a central location enables responsive client service and practice management.

Fujitsu, SpeedTax and XCM have independently spent years working with CPA firms of all sizes, and share the goal of sponsoring education and thought leadership initiatives that help firms better understand how new technology adoption leads to improved client service and retention, and ultimately to firm growth. The expanded strategic alliance will also promote greater understanding of how integrated document management and cloud/SaaS solutions work together to extend utility across the firm.

Prior to the addition of XCM to the alliance, Fujitsu and SpeedTax sponsored

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consulting firm for the professional tax, accounting and finance community. Preliminary survey findings show that 82% of firms tie new technology adoption to client retention and CPA firm growth. And, significantly, another key top-line finding indicates that through the adoption of workflow, scanning and SaaS solutions, firms can demonstrate they have the experience and knowledge to make any client matter more efficient and productive.

While still underway, the final results of the Bay Street Group survey will be published later this month, and a detailed survey report will be available from Fujitsu, SpeedTax and XCM at no charge.

“I’m extremely excited to see these three providers working together to help accountants focus their energy away from technology via adoption of Cloud and paperless technologies,” said Jason Blumer, CPA.CITP, managing shareholder of Blumer and Associates, CPAs, PC, and founder of the Cloud-focused THRIVEal+CPA Network. “The Cloud automatically allows us to let the technology ‘just work’ while we spend more time focused directly on serving our clients. Fujitsu, XCM and SpeedTax are experts in helping to eliminate inefficient business processes for both CPAs and their clients, so I applaud their combined efforts to continually educate and inform our profession.”

“We’re thrilled to join this strategic alliance of like-minded vendors who have also worked to elevate the importance of adopting efficient paperless practices for the profession,” said Glen Keenan, CPA, president of XCM Solutions, LLC. “Cloud technology is the great equalizer in many ways due to its extensibility, scalability, ease-of-integration and – of course, affordability. Now, organizations of all sizes can benefit from the

best solutions available to the profession regardless of their size, infrastructure,

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look forward to continued thought leadership and educational initiatives with the added knowledge and experience that XCM brings to this expanding alliance.”

“XCM adds a significant new dimension to our strategic alliance with Fujitsu, including years of insight into how paperless, Cloud and SaaS technologies are transforming the profession,” said Anton Donde, CEO at SpeedTax. “With XCM on board, we’re now blossoming into an affinity group of CPA-focused vendors who are passionate about helping firms better serve clients and grow their practices with smart technology solutions that are integrated, easy to use, and most of all allow professionals to focus intently on client-facing tasks. CPAs and other accounting professionals can look forward to some creative initiatives from our alliance in 2011 focused on client retention and becoming more competitive.”

### **About XCM Solutions, LLC**

Founded by CPAs, XCM Solutions, LLC provides accounting firms with web-based workflow management solutions that increase efficiency, productivity and profitability.

The company’s management team has drawn on its extensive experience in public accounting and clear understanding of the paper-driven workflow issues facing the profession to develop technology that addresses those challenges.

XCM’s customer-guided development process has helped the company continuously raise the bar for business process automation solutions for the accounting profession.

The award-winning XCM workflow management software has become a key piece of the technology equation for firms re-engineering paper-based processes as they move toward a paperless environment. In 2010, CPA2Biz, a subsidiary of the American

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with highly reliable computing and communications products and advanced microelectronics

to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited reported consolidated revenues of 4.6 trillion yen (US\$50 billion) for the fiscal year ended March 31, 2010. For more information, please see: [www.fujitsu.com](http://www.fujitsu.com)

#### **About Fujitsu Computer Products of America, Inc.**

Fujitsu Computer Products of America, Inc. is an established leader in the Document Imaging industry, delivering innovative scanning solutions and services that enable our customers to solve critical business productivity issues and streamline operations. We provide cutting-edge document capture solutions for business and personal environments, backed by a comprehensive portfolio of service and support programs. For more information about Fujitsu Document Imaging solutions and services, please call us at 800-626-4686. For more information, please see: <http://us.fujitsu.com/fcpa>

#### **About SpeedTax**

SpeedTax is an easy-to-use, affordable and technologically advanced Software-as-a-Service

sales tax solution. SpeedTax performs real-time, automated sales tax calculations, integrates seamlessly with its customers' financial or e-commerce systems, and provides automatic returns preparation and filing, while enabling reporting, treasury management and audit defense with sophisticated, web-based compliance management and reporting tools. SpeedTax currently keeps customers up-to-date on more than 17,000 taxing jurisdictions nationwide. SpeedTax helps businesses of all sizes to accurately and affordably outsource the most tedious, repetitious and time-consuming aspects of sales tax compliance – researching, calculating, posting, reporting and remitting sales taxes – while simultaneously acquiring the ability to better manage their business via online, real-time access to

sales tax data. For more information, visit [www.speedtax.com](http://www.speedtax.com),

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