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firms to comply with standards, manage their engagements efficiently, while also providing firms with the impetus to adapt the latest technology.

Mary Girsch-Bock • Apr. 16, 2019



What do you get when you combine the methodology of the AICPA, the innovative technology solutions fostered by CPA.com, and the cloud-based audit, financial reporting, and data analytics capability of CaseWare?

The result of this dream team partnership is OnPoint PCR, a smart, cloud-based solution that is transforming how CPA firms conduct preparation, compilation, and review engagements.

Launched in the summer of 2018, OnPoint PCR addresses industry trends, allowing

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Innovation Award in July of 2018, as well as being named a 2019 Top New Product by *Accounting Today* earlier this year.

“Firms currently feel like they are spending lots of time sifting through guidance that may not apply and performing steps that may not be relevant to a particular engagement. OnPoint PCR combines technology and an innovative approach to deliver a high-quality engagement as efficiently as possible.” said Erik Asgeirsson, president and CEO of CPA.com.

Designed to address common pain points experienced by today's CPA firms, OnPoint PCR offers a host of benefits to firms including:

- Built-in guidance that gives system users a high level of confidence
- The use of active and dynamic checklists that show only relevant procedures and requirements based on information that is input
- Client information requests that are embedded into the solution and part of the natural workflow
- Integrated content and methodology that is available to help reduce anxiety on the part of practitioners who fear non-compliance
- The ability to import data from QuickBooks and Xero into OnPoint PCR providing simplified data access

“Today, more than 19,000 U.S. firms are delivering preparation, compilation, and review work as their highest level of engagement,” said Asgeirsson. “This solution is an essential tool for providing high-value services to clients in this area.”

Here's how it works. Each engagement begins with a series of basic questions, which OnPoint PCR then builds upon using the guided engagement process, creating a unique, on-the-fly updating of checklists that are generated based on the answers

provided to the initial questions. Once a checklist has been completed, users are

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As a result, engagement letters and other reports are generated as the process continues. Users can also customize each engagement to add procedures or other specialized considerations based on the particular needs of the client or the industry that they are in.

In addition, trial balances from popular accounting products such as QuickBooks and Xero are auto-mapped into OnPoint PCR, while those imported from Microsoft Excel will have recommended categories. According to product source material, any auto-mapping discrepancies are immediately flagged, with users able to drag and drop accounts to the correct category.

OnPoint PCR also offers complete client collaboration, with firms able to send, receive, and track all client communications from within the application, eliminating the need to utilize numerous third-party software applications or email. This can be particularly helpful to smaller firms or solo practitioners who can quickly become bogged down with traditional methods of managing client documents and communications.

That may also explain why many of OnPoint PCR's early adopters are smaller firms that appreciate its ability to streamline proper documentation and allow them to more productive. Jennifer J. Mansfield, CPA, a sole practitioner based in Tucson, AZ, spoke to this point. "I have been using super-long checklists for years, and it is a lot of work to pare down those guides into what's relevant for my practice. That's why the minute I saw the OnPoint PCR solution I knew it would be a game-changer for me."

"OnPoint PCR can help small firms and sole practitioners work smarter by automating much of the processes that typically bring frustration," said Michael Cerami, vice president strategic alliances & business development at CPA.com.

“While smaller firms seem to be the first new adopters of the product, OnPoint PCR

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It's about driving quality, efficiency, and value," said Asgerlsson. "It also allows CPA firms to think more strategically about their client's business."

For more information about OnPoint PCR, visit the website at www.cpa.com/onpoint, where you can view a short video or register for an upcoming webinar. OnPoint PCR is also offering special introductory pricing of \$495.00 per user, per year.

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