

## AAA Roundtable Discussion March 25, 2015

### Financial/Metrics

- Accounts Payable
  - Anyone do paperless accounts payable? What vendor? How does it work?
  - Does anyone use ACH or an outside bill pay service like bill.com?
  - We are thinking of going paperless with AP. Does anyone do that and what is your process?
- We want to provide more financial information, either monthly or quarterly, to the office on some type of dashboard. Would be interested in learning how often and what type of information firms share with their office. As with all firms, this is in response to employees wanting more information communicated. Some items we are considering:
  - Number of projects released (tax returns, audit reports, etc)
  - Average number of days to release of project
  - Fee @ standard by engagement types (i.e. tax, audit, accounting services)
  - Net fees and net fees per charge hour
  - Net fees and number of FTE employees
  - Realization
- I had a few thoughts, and I'm sure given some time with a clearer head, I might come up with a few more by the time I come back, but here are my initial thoughts in no particular order:
  - How many billable hours are you budgeted for?
  - What Key Performance Indicators do you use and where do you find comparison data?
  - Are you willing to share any partner compensation data – high/low/average?
  - Tax season status so far
  - What kind of reporting package do you distribute to your partner group – daily/weekly/monthly/annually?

### Succession Plan

- Do you have a partner succession plan in place – how did you accomplish it?
  - Do you find Q&AAA useful? I find their emails anything but useful – too general and the search online is awful.

### Technology

- IT Department staffing.