

## TRUE PARTNERS CONSULTING

“With up to 500 engagements open at any time, we needed a faster and more intuitive way to handle our time and billing. The ease and speed of BigTime’s workflow allowed us to increase productivity, better capture billable hours — and sync to QuickBooks with a single click.”

— **Brian Gilmartin**, Director of Finance

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### TRUE PARTNERS CONSULTING

is a world-class, independent tax and business advisory firm with offices across the U.S. and around the globe. Founded in 2005 by a group of Big Four accounting partners, TPC specializes in helping large public and private enterprises navigate complex tax and financial regulations without the potential Sarbanes-Oxley conflicts faced by firms offering both tax consulting and audit services.

**BASED IN:** Chicago **OTHER OFFICES:** NYC, Long Island, Boston, LA, Dallas, Denver, San Jose, Tampa, London, plus member firms across Europe and Asia through TPC’s international network. **INDUSTRY:** Accounting. **WEBSITE:** [tpctax.com](http://tpctax.com)

**BIGTIME USERS:** 200+

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### RAPID GROWTH CALLED FOR A TIME AND BILLING APP THAT COULD EASILY (AND RELIABLY) SCALE.

It’s not easy being one of the fastest-growing tax advisory firms in the nation. Formed to fill a void in the market of tax firms that were independent and free of potential Sarbanes-Oxley conflicts, TPC quickly expanded from one office to 10, and its professionals surged from 25 to more than 200.

It’s the kind of growth that comes with being a consistent industry leader (recently, the firm was honored as one of the top employers nationwide with the 2012 Alfred P. Sloan Award for Excellence). And it’s the kind of growth TPC’s off-the-shelf time and billing software couldn’t keep pace with.

### SEAMLESS QUICKBOOKS INTEGRATION? CHECK.

As a longtime QuickBooks user, TPC required time and billing software that could offer effortless and super-fast data syncs and saves. The firm was too busy to afford spending hours reconfiguring data or troubleshooting glitchy importing. It was critical, says Gilmartin, that switching to new software would actually save time, not slow the firm’s people down.

The fact that BigTime was a QuickBooks Gold-Certified Developer — and that its proven technology is used by Intuit in its own practice management suite — provided Gilmartin peace of mind that BigTime was the right system for a professional services firm that relies heavily on QuickBooks.





## ENHANCED REPORTS: A GODSEND FOR MANAGERS.

The value of data isn't in the gathering of it, says Gilmartin — it's what you do with it that matters. Because TPC's existing software had offered limited data manipulation ability, the firm's managerial staff found BigTime's report writer to be one of the app's most helpful features.

Maximum sortability, customizable formats and smart filtering capabilities gave TPC the power to build detailed reports by client without having to export data to Excel to do it.

"The thought that went into designing BigTime's industry-specific reports is obvious," says Gilmartin. "The report writer function understands just what questions you need to answer, and it provides those answers with the click of a button."

## AN INDUSTRY-SAVVY TIME MANAGEMENT SYSTEM.

TPC's IT team also welcomed the switch to BigTime because it eased their workload: from the outset, the app didn't need to be modified to fit the firm's needs. The software's customized accounting skin meant it came pre-loaded with the industry's vocabulary and workflow. And the more TPC used it, the smarter the app got: learning the firm's way of doing things, from budgeting and workflow to billing styles.

"Our entire firm logs time incrementally, so we were thrilled with the ease and speed of BigTime's workflow." And the software's scalability — which makes it easy to layer on more features and users as needed — ensures that TPC doesn't have to worry about outgrowing it.

"We were looking for a time and billing solution that not only could grow with our business, but help our business grow," says Gilmartin. "In BigTime, we got both."

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BigTime is the complete practice management system for growing professional services firms across a variety of industries, including:

### ACCOUNTING

ARCHITECTURE

DESIGN/ADVERTISING

ENGINEERING

IT SERVICES

LEGAL

MARKETING

MGMT. CONSULTING

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BigTime Software, Inc. is dedicated to developing practice management tools that help growing professional services firms track, manage and take control of their time. Its popular industry-specific solutions are designed to speak the language of more than a dozen business types, from accounting and architecture to IT services.

BigTime is an Intuit Gold Certified Developer — the highest level of certification for third-party QuickBooks applications — and is the only time tracking app embedded within Intuit's own practice management system. BigTime has thousands of active customers who rely on its cloud-based time and billing solutions to more easily manage their businesses and effectively plan for tomorrow. To learn more visit [www.bigtime.net](http://www.bigtime.net).