

macpa PREFERRED PROVIDERS

Our strategic partnerships and leading innovators.

They care about the landscape of the profession and support our mission to help CPAs to be "Future Ready."



SIG is pleased to offer MACPA members and their clients an opportunity to participate in our 2019 Mid Atlantic Benchmarking Survey. Employers with over 50 employees are able to find out how their benefits compare locally, nationally and in their industry. Find out more and take the survey at www.silbs.com/benchmarking.

Discounted group benefits (Dental, Vision, Life, AD&D, STD, LTD, among others) are also available to MACPA Members and their clients. Contact Mark Glinowiecki at mark@silbs.com for more information!

MACPA members are also welcome to participate in SIG University's series of free webinars, seminars, and roundtables to get all the latest HR trends and legislative updates to help you manage your employee benefit program.



AICPA Member Insurance Programs provides Personalized Insurance Solutions for you and your business. Our mission is to provide the best firm and individual member experience around insurance plans, consultation, and risk mitigation throughout the member's professional life. Through the AICPA Member Insurance Programs, Aon and its 'A' rated insurance carriers provide coverage to meet all of the insurance needs of today's CPAs.

For more information, please visit www.cpai.com or contact **Candace Coach** at candace.a.coach1@aon.com



We help accountants raise their value and relevance by offering them the tools that give them greater control over their core business services—accounting and payroll. Our award-winning professional accounting system, Accounting Power, makes it possible for accountants to offer highly profitable Client Accounting Services (CAS). Our Payroll Relief is the first cloud-based payroll solution created exclusively for accountants to offer highly profitable payroll services without any compliance headaches.

Please contact one of our Practice Development Consultants at ContactUs@accountantsworld.com.



You do more than accounting. We do more than payroll. ADP® offers accounting professionals' data insights and flexible partnership options to help increase revenue for your firm, along with anytime access to authorized client data and complimentary practice tools with our award-winning cloud solution Accountant ConnectSM. ADP offers MACPA members and their clients many benefits through our preferred provider partnership, including competitive discounts on our RUN Powered by ADP® platform, with 24/7 live support.

To learn more and to connect with your local ADP representative, visit adp.com/macpa.



Avalara helps businesses of all sizes achieve compliance with transactional taxes, including sales and use, VAT, excise, communications, and other tax types. The company delivers comprehensive, automated, cloud-based solutions that are designed to be fast, accurate, and easy to use. We automate and simplify governmental compliance processes, including tax determination, exemption certificate management, and tax return preparation, filing, and remittance. Avalara's Compliance CloudTM platform helps customers manage complicated and burdensome tax compliance obligations imposed by state, local, and other taxing authorities throughout the world. Avalara offers more than 500 hundred pre-built connectors into leading accounting, ERP, ecommerce and other business applications making the integration of tax and compliance solutions easy for customers. Each year, the company processes billions of indirect tax transactions for customers and users, files more than a million tax returns and other compliance documents. www.avalara.com.



With Botkeeper, accounting firms can offload the day to day blocking and tackling of bookkeeping (data entry, reconciliations, classifications), allowing accountants to focus on higher level client advisory services. Our accounting partners get exclusive access to our White Labeling option which will evolve your firm from data entry and bookkeeping to advisory services. We're working around the clock, and offering the best-in-class support. Using machine learning that has been exposed to thousands of financial transactions, we're now able to fully automate your bookkeeping department without increasing headcount/overhead. With Botkeeper you'll see a massive reduction of human error, superior reporting, as well as real-time and 24/7 data entry. Our partners reduce their bookkeeping costs by 30-50%, while easily being able to take on 10+ new clients per day.

To learn more visit www.botkeeper.com/accounting-partners.



CPA.com brings innovative solutions to the accounting profession, either in partnership with leading providers or directly through its own development. The company has established itself as a thought leader on emerging technologies and as the trusted business advisor to practitioners in the United States, with a growing global focus.

Our company's core mission is to drive the transformation of practice areas, advance the technology ecosystem for the profession, and lead technology research and innovation efforts for practitioners.

A subsidiary of the American Institute of CPAs, the company is also part of the Association of International Certified Professional Accountants, the world's most influential organization representing the profession. For more information, visit CPA.com or contact **Brian Siet** at Brian.Siet@hq.cpa.com.



CPACharge is trusted by more than 105,000 professionals and offered as a member benefit by MACPA as the best payment solution for CPAs—providing a simple, secure way for you to accept credit, debit, and eCheck/ACH payments online. Give your clients the convenience of paying with the click of a button, while you get the transaction and reporting details you need to make reconciliation a breeze.



Delegate Solutions has been providing virtual consultative executive support to busy entrepreneurial leaders and their teams for over 12 years. Last year alone we cleared over 30,000 hours of tasks off the plates of busy teams, so they could focus on more impactful work. We can help with daily essentials like inbox, calendar and tasks, or tackle more advanced support with things like process design, delegation strategy, project management, weekly planning and accountability. MACPA members exclusively save 10% on your first three months of virtual assistant support.



Intuit's mission is to Power Prosperity Around the World. Intuit Accountant focuses on helping tax and accounting professionals save time, grow their practice and make a meaningful difference in their clients' lives. Over 100,000 firms rely on our industry-leading software — Lacerte®, ProSeries® ProConnect™ Tax Online and QuickBooks®. Our innovative ecosystem of financial management solutions serves approximately 50 million customers worldwide, unleashing the power of many for the prosperity of one. Please visit us for the latest news and in-depth information about Intuit and its brands at www.intuit.com/company.



MindBridge™ Ai is assisting auditors and accountants to uncover errors in financial data with artificial intelligence.

Our award-winning Ai Auditor is an extensible AI platform for accounting professionals who conduct financial audits. It empowers auditors to easily detect errors in financial data with speed and efficiency whilst providing greater insight and cost savings. The Ai Auditor leverages machine learning & AI to analyze 100% of your financial data with greater completeness and assurance.

Using MindBridge auditors can provide higher value services to their clients.

Please email **John Colthart**, VP Growth at MindBridge Ai at jc@mindbridge.ai.



At Receipt Bank, we offer a unique combination of AI-powered OCR technology and human verification that turns financial documents into digital data faster than any other solution - with a level of accuracy you can trust.

Our proprietary machine learning technology fetches financial information from multiple sources, digitizes and categorizes it - dramatically improving the productivity of over 50,000+ accountants and bookkeepers.

For cloud or desktop systems, we update the general ledger in real time and integrate seamlessly with the leading accounting, payroll and payment platforms - so you can build an end-to-end solution to fit any business client.

With Receipt Bank there's no waiting around, no data entry, and no paperwork.

For more information, please visit www.receipt-bank.com or contact Keith Bateman at Keith.Bateman@Receipt-Bank.com



Growing your practice means meeting your clients' needs as they change. Becoming a member of the Sage Accountants Network helps you save money and connect to more potential clients. Serve your clients better with:

Software access all editions of Sage 50 as a Sage Accountants Network member (a more than \$3,000 value!), so you can service clients no matter which version they are using.

Discounts on Sage solutions that you can pass along to your clients.

Company listing on the Sage Match locator tool to connect with small businesses looking for accounting professionals like you. Join today.

For more information, contact **Wendy Rohrsen** at Wendy.Rohrsen@sage.com.



SECU, Maryland's largest credit union and proud sponsor of MACPA, is offering MACPA members an exclusive *Prime + 0 rate on new Commercial Lines of Credit, and competitive rates on commercial real estate and equipment financing. Take the worry out of your short term cash flow needs during these uncertain times with our exclusive offer, which can be used to fund payroll, cover business emergencies, or purchase supplies. Apply today at www.secumd.org/more/macpa.

Offer valid through 12/31/20. *Current prime rate is 3.25%. Programs, rates, terms and conditions are subject to change without notice. Promo rate of Prime plus 0% is offered to any member of MACPA. Proof of membership is required. Rate is subject to approval.



THOMSON REUTERS

Thomson Reuters provides the profession's most integrated, comprehensive tax and accounting software, research, training, and more. With proven brands like CS Professional Suite®, Onvio®, and Checkpoint®, you get the intelligence, technology, and human expertise you need no matter where you're doing business.

To learn more visit tax.tr.com or contact **Ila Kharbush** at ila.kharbush@tr.com.



Vic.ai is the AI (artificial intelligence) platform for accounting firms and enterprise finance departments. This machine learning and cloud automation technology has already been trained on over 100 million live accounting documents and transactions.

Already surpassing human-level accuracy for many tasks, Vic.ai helps accountants, CFOs, controllers, and accounts payable (AP) teams become more efficient and reduce errors on routine tasks such as invoice processing, approval workflows, and electronic payment processing.

CPA firms can leverage their human workforce for cognitive tasks, while AI takes care of repetitive tasks, driving dramatic cost savings and profit margin improvements. This helps public accounting firms create balanced employee workloads during tax season, be more flexible, and protect against new business model threats.

Vic.ai is venture backed by some of the best investors in Silicon Valley (including Cowboy Ventures) and already helps industry leaders like PWC, KPMG, BDO, as well as many mid-sized firms.



XCM is Productivity, Simply Enabled®™. We offer a complete productivity enablement and workflow platform that has become a key piece of the technology equation for tax, accounting, and finance organizations as they move toward a real-time, on-demand environment.

Powered by advanced technology, XCM is a scalable, cloud-based solution that centralizes tax, accounting, finance, audit, and operations processes within a single platform for end-to-end, streamlined workflow management. The holistic view of all work in-progress helps leading firms and tax departments balance workloads, proactively address bottlenecks before they become problems, and drive profitability.

XCM helps to reduce turnaround times on client deliverables such as tax returns, Client Accounting Services, and audit engagements – by decreasing business process timeframes. By optimizing these processes across your organization or department, you and your team will progressively perform at peak efficiency: resulting in productivity gains, cost savings, and expanded capacity.

For more information, email us at marketing@xcmsolutions.com.



Born in the cloud, Xero is a beautiful, easy-to-use platform for small businesses and their advisors. With time-saving tools and solutions that put data entry on autopilot, Xero improves efficiencies for everyone. You can also customize your Xero experience with connections to a thriving ecosystem of 800+ third-party apps and 200+ connections to banks and financial service providers. Xero is more than accounting software; it is a collaborative and supportive community powered by people. Learn why more than 2+ million customers worldwide use Xero at xero.com.