

ProAdvisor
IN THE
KNOW

Jaclyn Anku
Leader of ProAdvisor
Training & Certification





Agenda

- Bulletin board announcements
- Product innovations
 - Learn about classes and projects sync
 - Discover the new product, Intuit Enterprise Suite
- Resources for you and your team

CPE Process

In order to receive CPE credit in each training session, you must:

- Be present for a minimum of 50 minutes to earn 1 CPE credit
- Answer at minimum 1 of the polling questions
- If the minimum requirements are met, your CPE will be emailed within 1 week following the close of the webinar to the email address you registered for the webinar
- Note: please add 'accountant_training@intuit.com' to your approved contacts as that is where your CPE certificate will come from

Bulletin board announcements

Intuit Connect

ARIA Las Vegas | October 28-30, 2024

[Register now](#)

- Save 25% off of 2+ passes.
\$895 vs. \$1195
- 3 days of learning, networking and being inspired by influential speakers such as Earvin "Magic" Johnson, Priya Parker, Mark Mathews and more.
- Earn up to 15 hours of CPE.
- Experience the newest product releases including Intuit Enterprise Suite.

INTUIT connect

Join us at Intuit Connect

ARIA Las Vegas | October 28-30

How to use AI to make your business more efficient from operations to accounting

Webinar Hosts: Katana, SaaS Direct, and Intuit

Key Topics:

- Leveraging AI for scalable business operations
- Live demonstration of AI software for efficient order processing
- Comparison of on-premise software vs. SaaS technology
- Enhancements in accounting processes through AI

Date: Wednesday, September 25th, 2024 at 8am PST

Register Now:

katana



Product innovations

Classes and projects sync from QuickBooks Time to Payroll to Reports

Tiffany Dolan

Product Manager

Team: Mid-Market and Workforce solutions

Location: Mountain View, CA



Our approach

What we heard

Hours tracked in QB Time by project / customer or by classes were not flowing into Payroll, which created extra work to allocate payroll expenses accurately and run profitability reports.



What we did

Payroll Elite and Premium customers whose employees track hours in QB Time by class or project will see those hours correctly allocated in run payroll.

You can split hourly, salary and commission pay types into multiple classes and projects directly in the run payroll screen.

Taxes and deductions are automatically proportionally allocated, so you can get a full picture of payroll expenses in reports!

Fast facts

Who

Advanced and Plus QuickBooks Online users,
with Payroll Elite or Premium

How

Directly when running payroll

When

100% launched as of mid-September 2024

Where

US

Product slide

Classes & projects entered in QB Time will flow directly in Run Payroll.

By clicking the “edit classes & projects” button, you can quickly review what was imported from QB Time, add more classes or projects or remove as needed

Run payroll: Every Monday

Pay period: 09/19/2024 to 09/25/2024 | Pay date: 09/23/2024

Auto Payroll is off

Buttons: Edit time, Edit classes & projects **NEW**, + Add an employee, Customize

Name (2 of 2)	Regular pay	Overtime	Double overtime	Commission 2	Total hrs	Gross pay	Class	Project	Memo	Pay method	Actions
<input checked="" type="checkbox"/> Fury, Nick Hourly	60h	0h	0h		60h	\$60.00	1 class	-	+	Paper check	⋮
<input checked="" type="checkbox"/> Witch, Scarlet Hourly	⌚ 16h	⌚ 24h	⌚ 6h	\$0.00	46h	\$64.00	1 class	2 projects	+	Paper check	⋮
Total	76h	24h	6h	\$0.00	106h	\$124.00					

Buttons: Back, Save for later, Preview payroll

+ New

- BOOKMARKS
 - Bank transactions
 - Live Experts
 - Bookmark this page
- MENU
 - Dashboards
 - Tasks
 - Transactions
 - Advanced accounting
 - Sales
 - Expenses
 - Customers & leads
 - Reports
 - Payroll
 - Time**
 - Projects
 - Financial planning
 - Workflow automation
 - Taxes
 - My accountant
 - Menu settings

Time

Go to classic QuickBooks Time Feedback

- Overview**
- Time entries
- Time team
- Assignments
- Time off
- Time reports

SETUP TASKS

- You're on your way**
You're one step closer to tracking time.
- Team added**
You can add new team members anytime. [Edit](#)
- Customers added**
Now you're ready to track time entries to customers. [Add more](#)
- Invite your team to track time**
Send team members an invitation to download the mobile app, create a QuickBooks Workforce account, and track time. [Start](#)
- Time approved**
Keep using QuickBooks Time to make payroll a breeze. [Edit](#)

SHORTCUTS

- [Add time entry](#)
- [Add employee](#)
- [Approve time](#)
- [Run report](#)
- [Invite team](#)
- [Time off](#)
- [Manage kiosks](#)
- [Go to classic QuickBooks Time](#)

TIPS & RESOURCES

- [How to add, edit, and view time](#)
- [How to change the first day of your work week](#)
- [How to make time billable](#)
- [See more](#)

Intuit Enterprise Suite

Debbie Shorstein

Sr. Product Marketing Manager

Team: Accountant Segment

Location: Atlanta, GA



Daniel Malinov, CPA
Group Product Manager

Team: Mid-Market and Workforce solutions

Location: Mountain View, CA



We heard your needs for complex clients

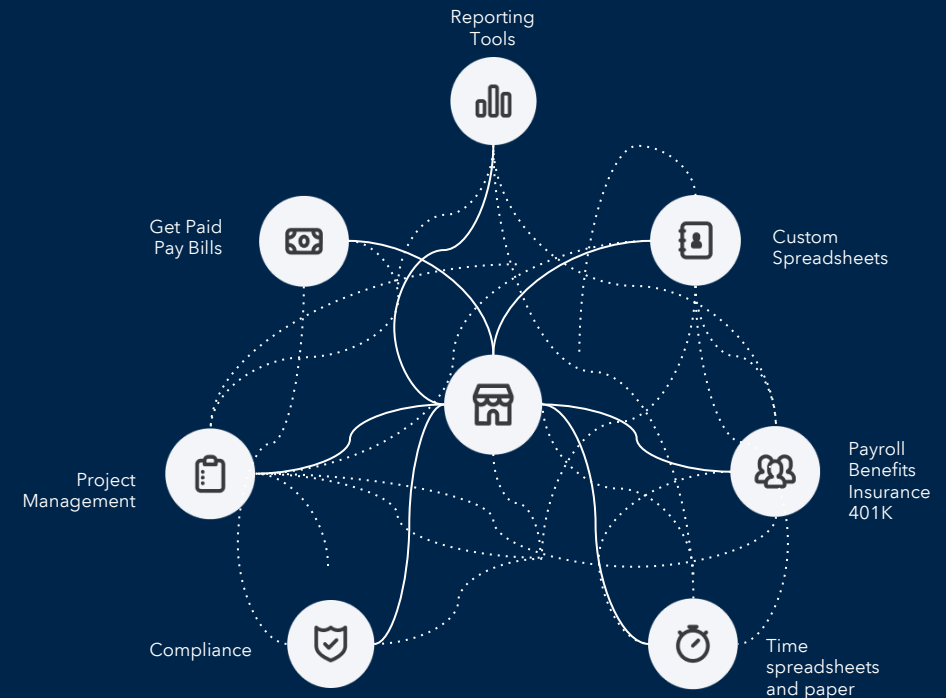
What you want

Firms want to keep existing clients on QuickBooks:

- Familiar platform reducing training for team
- Avoid timely and costly migration

What you need

- Multi-entity
- Multi-dimensions
- Better access to insights
- Industry-specific needs
- Workflow efficiencies
- And more...



INTUIT

Enterprise Suite

Keep growing with a more powerful suite

Intuit Enterprise Suite is a new cloud-based, multi-entity and multi-dimensional platform designed to help you enhance profitability and productivity for complex clients.

Powered by  quickbooks +  mailchimp



Payments & bill pay



Project profitability



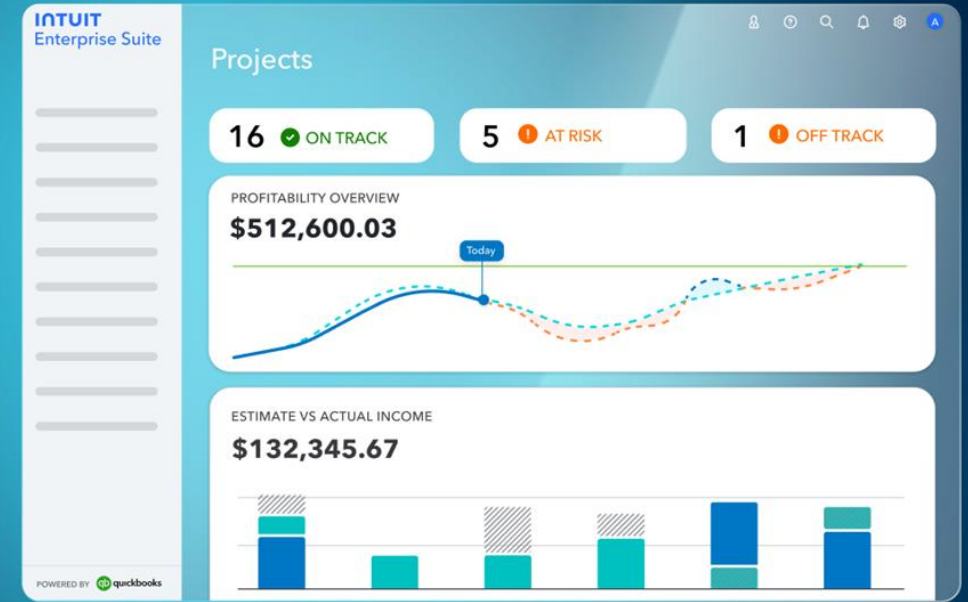
Financial management



Payroll & HR



Marketing



INTUIT

Enterprise Suite

Keep growing with a more powerful suite

Intuit Enterprise Suite is a new cloud-based, multi-entity and multi-dimensional platform designed to help you enhance profitability and productivity for complex clients.

Powered by  quickbooks +  mailchimp

Actionable insights to drive profit:

- ✓ Manage multi-entities
- ✓ Unlock insights with dimensions
- ✓ Customizable dashboards for KPIs

Smart Automations to boost productivity:

- ✓ AI-powered insights
- ✓ Connect projects to profit
- ✓ Seamless third party integrations
- ✓ And we're just getting started...



Project profitability



Financial management



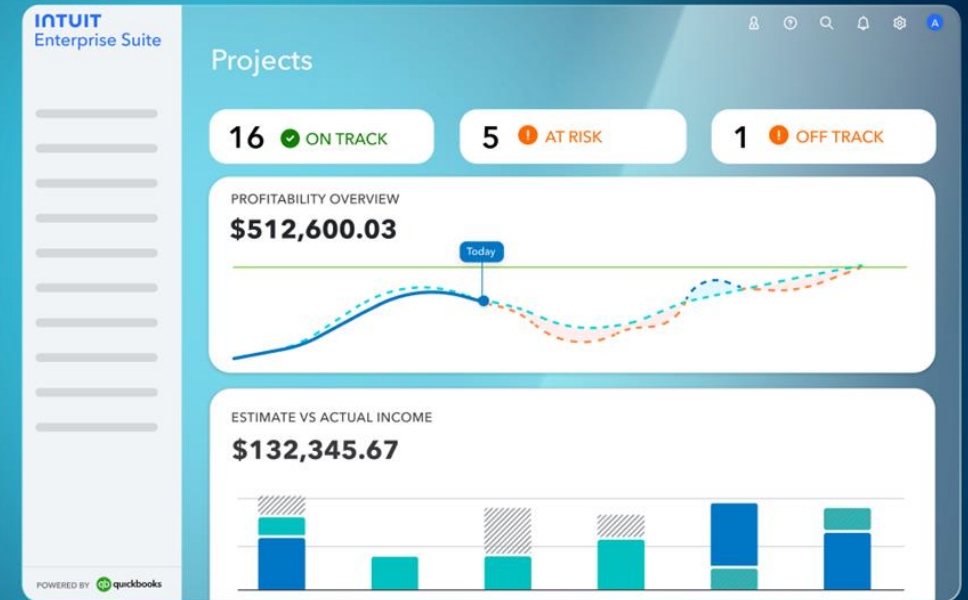
Payroll & HR



Payments & bill pay





Marketing



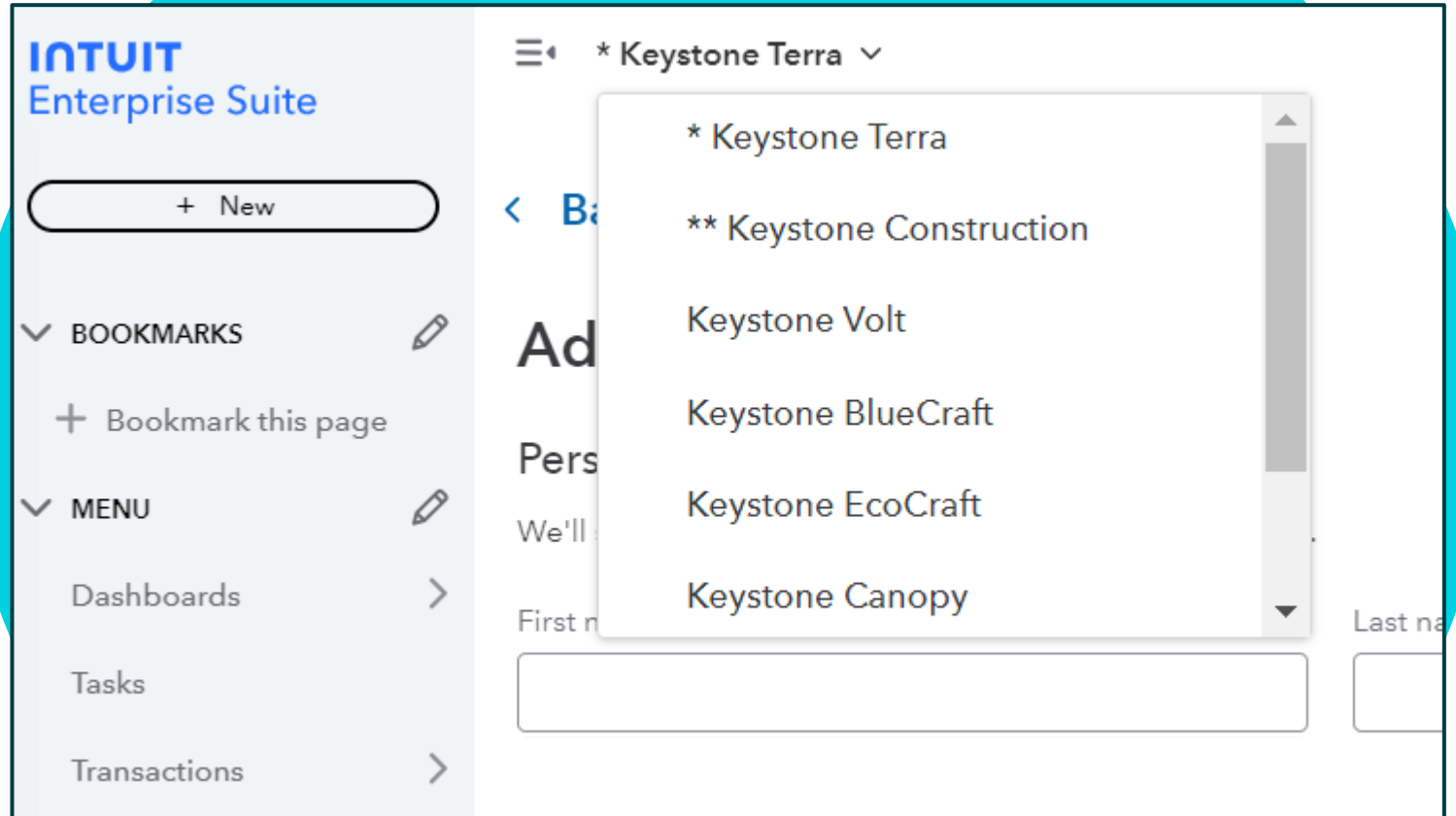
Multi-Entity Management

QBOA Client List

Overview	Bookkeeping	Payroll	Multi-entity
Client / contact ?	Email / phone	Banking	Payroll alerts
Parent company			
▼ Dan's IES Test - Parent			
 Dan's IES Test - Child 1	<input type="text"/>		
 Dan's IES Test - Parent	<input type="text"/>		

Multi-Entity Management

Company Switcher



Multi-Entity Management

User Permissions

Company access

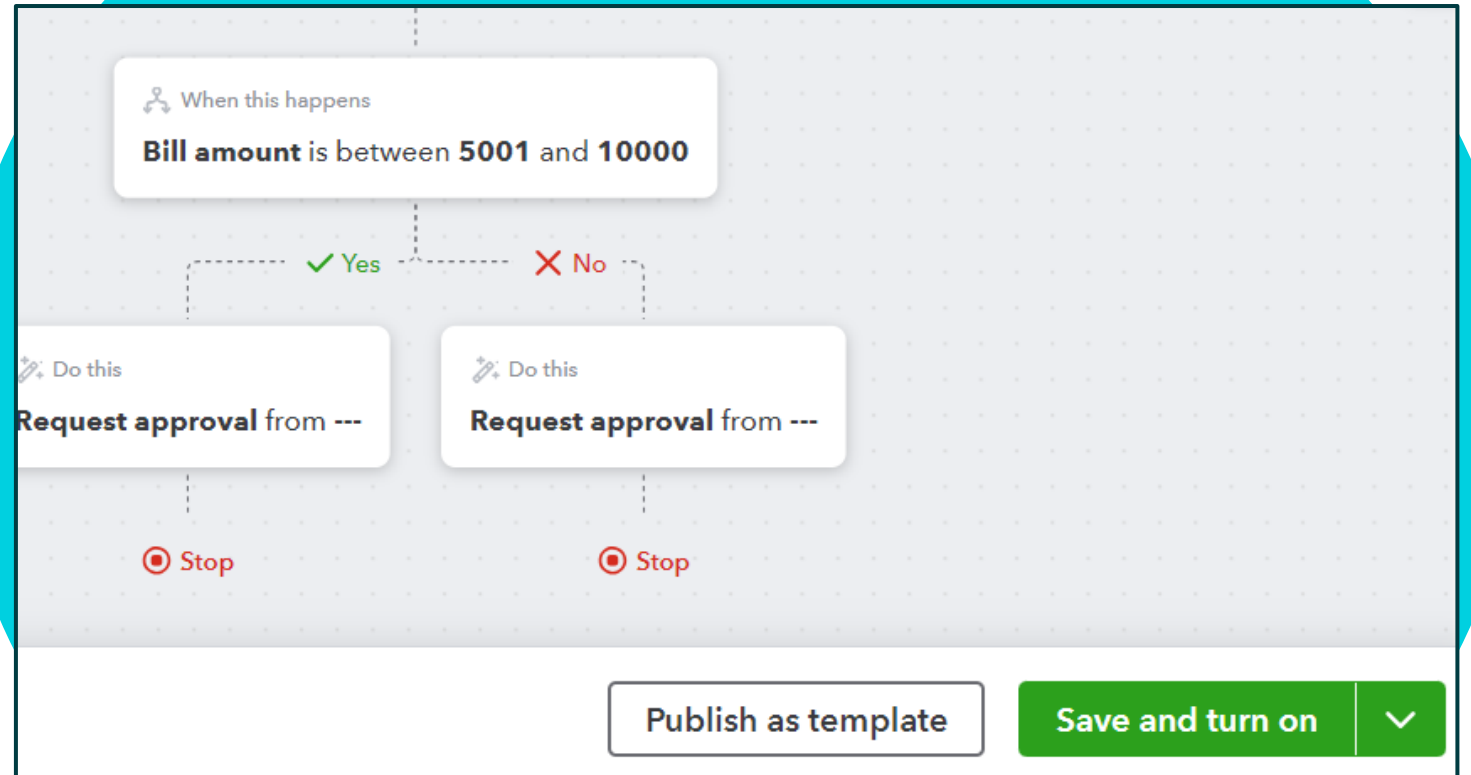
Select the role this person should have for * Keystone Terra, ** Keystone Construction, Keystone BlueCraft and 5 others. You can also give access and assign roles for other companies. [View role descriptions](#)

* Keystone Terra, ** Keystone Constru...

<input type="checkbox"/>	COMPANY NAME	ROLE	ACTIONS
<input type="checkbox"/>	* Keystone Terra	<input type="text" value="Bookkeeper"/>	View permissions <input type="button" value="trash"/>
<input type="checkbox"/>	** Keystone Construction	<input type="text" value="Bookkeeper"/>	View permissions <input type="button" value="trash"/>
<input type="checkbox"/>	Keystone BlueCraft	<input type="text" value="Bookkeeper"/>	View permissions <input type="button" value="trash"/>
<input type="checkbox"/>	Keystone Canopy	<input type="text" value="Bill payer"/>	View permissions <input type="button" value="trash"/>
<input type="checkbox"/>	Keystone EcoCraft	<input type="text" value="Bill approver"/>	View permissions <input type="button" value="trash"/>

Multi-Entity Management

Workflow Templates



Multi-Entity Accounting

Interco Journal Entry





Journal Entry

Intercompany transaction [Find out more](#) **NEW**

Journal date

09/18/2024



#	COMPANY	ACCOUNT
 1	** Keystone Construction (AI)	2010 Due To Keystone Terra
 2	** Keystone Construction (AI)	6400 Insurance
 3	* Keystone Terra (AI)	1120 Accounts Receivable (A/R):Due From Keystone
 4	* Keystone Terra (AI)	6400 Insurance

Multi-Entity Reporting

Consolidations

- P&L
- Balance Sheet
- Cashflow
- Trial Balance

	A	B	C	D	E	F	G	H	I
1	Profit loss - Multi-entity								
2				Keystone Terra	Keystone Construction	Keystone Bluecraft	Keystone Canopy	Eliminations	Consolidated Statement
3	Income								
4		Sales		\$ 124,347	\$ 55,000	\$ 70,000	\$ 49,386	\$ 50,000	\$ 248,733
5		Sales of Product Income		\$ 400,000	\$ 60,000	\$ 30,000	\$ 473,635	\$ 446,781	\$ 516,854
6		Shipping Income		\$ 300,000	\$ 500	\$ 2,000	\$ 83,746	\$ 40,000	\$ 346,246
7		Total for Income		\$ 824,347	\$ 115,500	\$ 102,000	\$ 606,767	\$ 536,781	\$ 1,111,833
8	Cost of Goods Sold			\$ 400,000	\$ 56,044	\$ 49,494	\$ 294,423	\$ 260,464	\$ 539,498
9	Gross Profit			\$ 424,347	\$ 59,456	\$ 52,506	\$ 312,344	\$ 276,317	\$ 572,335
10	Expenses								
11		Accumulated Intangible Ex		\$ 21,836	\$ -	\$ -	\$ -		\$ 21,836
12		Advertising & marketing		\$ 13,000	\$ -	\$ -	\$ -	\$ (13,000)	\$ 26,000
13		Listing fees		\$ 15,701	\$ -	\$ -	\$ -		\$ 15,701
14		Website ads		\$ 7,000	\$ -	\$ 1,500	\$ -		\$ 8,500
15		Social media		\$ -	\$ -	\$ 1,800	\$ -		\$ 1,800
16		Total for Advertising		\$ 35,701	\$ -	\$ 3,300	\$ -	\$ (13,000)	\$ 52,001
17		Building & property rent		\$ 2,022	\$ -	\$ -	\$ -		\$ 2,022
18		Business licences		\$ 2,777	\$ -	\$ -	\$ -		\$ 2,777

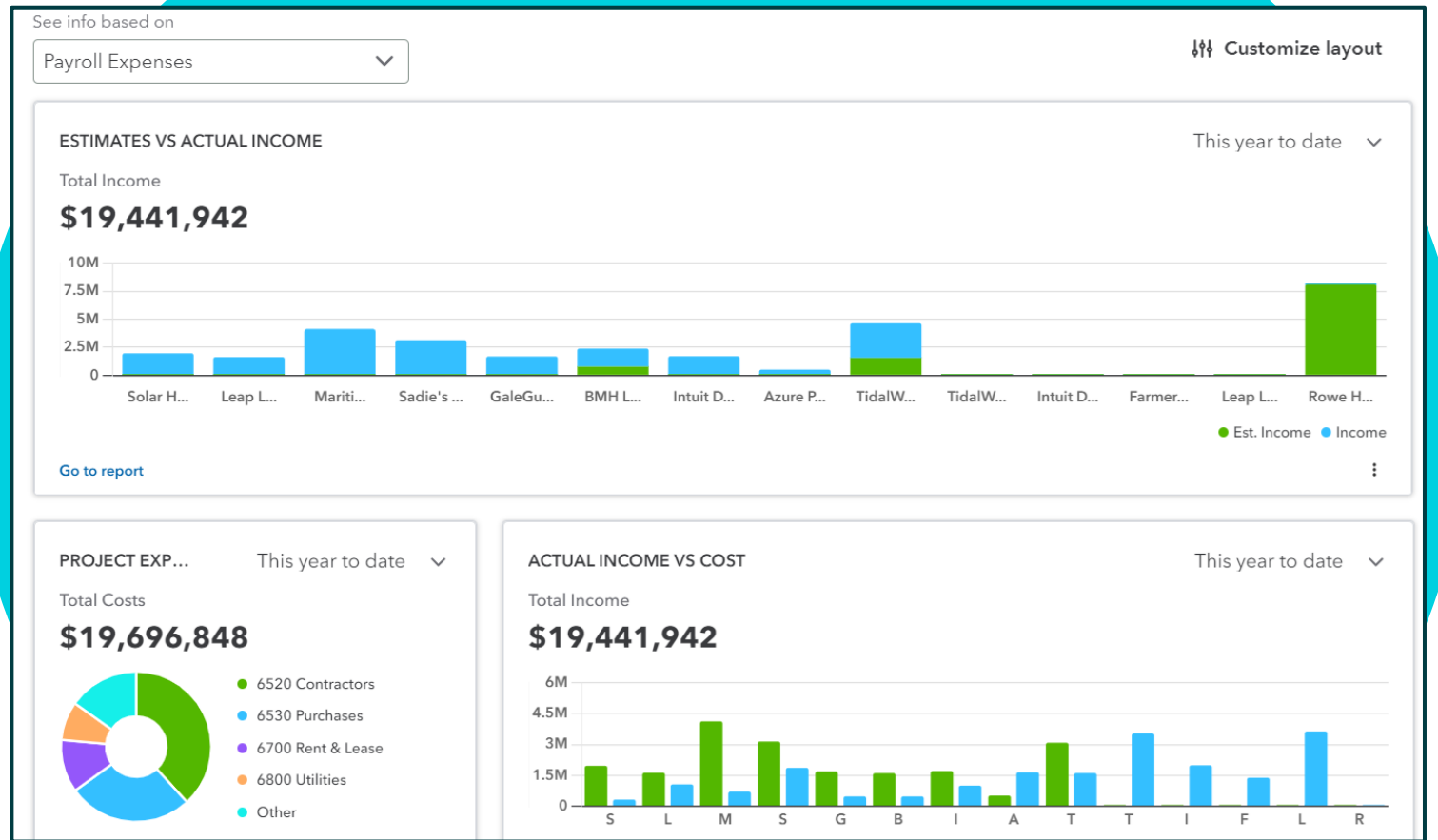
Multi-Entity

Coming Soon...

- **Chart of Accounts Management**
- **In Product Consolidations**

Project Financials

Dashboards & KPIs



Project Financials


Construction Reports

▼ Projects			
Project Profitability Summary	⋮	Project status	⋮
Work in progress by project	⋮	Time by employee and project	⋮
Open balances by customer and project	⋮	Profit and loss by project	⋮
Project costs by vendor and project	⋮	Unallocated Amounts to Projects	⋮
Unbilled time and expenses by project	⋮	Estimates & Progress Invoicing Summary by Project	⋮
Committed costs by project	⋮	Cost to complete by project	⋮
Project costs detail	⋮	Change Order Report	⋮
Estimates vs. actuals by project	⋮		

Project Financials

Profitability Monitoring

- AI Powered Root Cause Analysis
- Recommendations

 Analysis for Mir Marble Supply - P1

You may miss your profitability goal by 12.75% **AT RISK**

We've found causes that may be effecting your profit margin. Addressing them could have a big impact on your profit. Let's take a look.

Cause	Impact	Evidence	Action
Bryan Villagonzalo has worked more overtime hours than budgeted for this project.	4.25%	Payroll cost by employee	Add task
Project costs have run over consider creating a change order to pass on costs to customer	8.50%	Budget vs. Actual Cost	Add task

Project Management

Change Orders

Change order 1001

[Edit](#) [Email view](#) [PDF view](#)

Total change in cost: \$126.61 **Total change in income:** \$180.22 **Previous profit margin:** 9.09% **Estimated profit margin:** 9.10%

i when your client accepts this change order, the linked [Project cost estimate 16](#) will be updated to match.

CHANGE ORDER

[Edit company](#)

[Cc/Bcc](#)

Bill to

Change order no.

Change order date

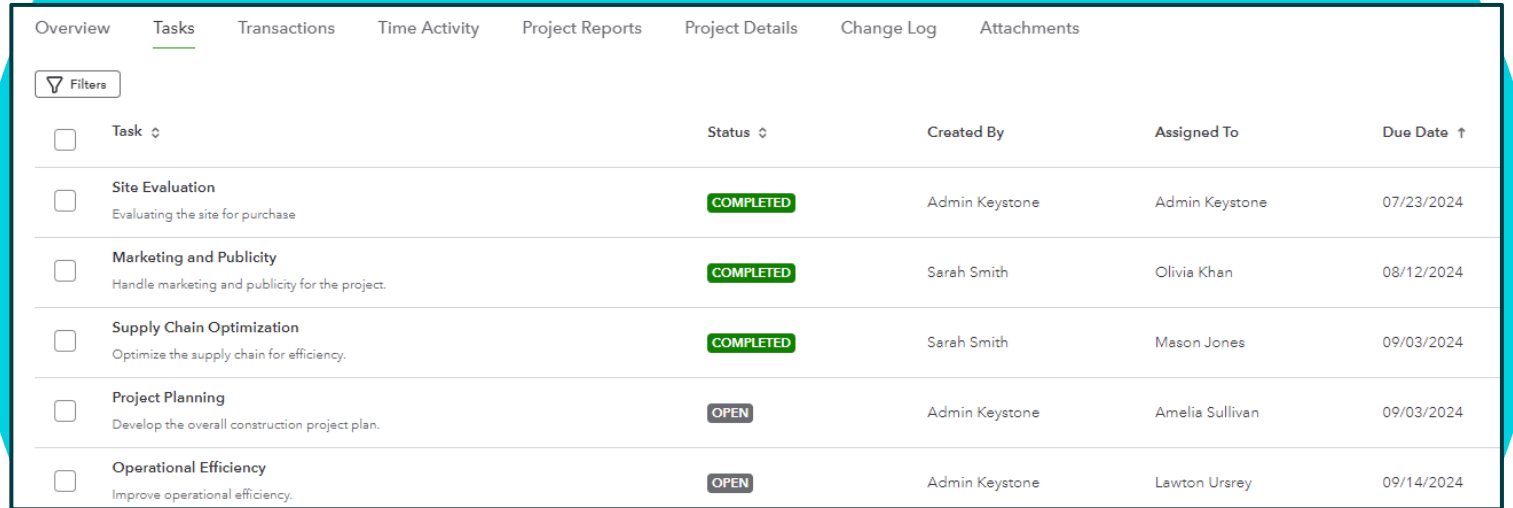
Expiration date

Accepted by

Accepted date

Project Management

Task Management



The screenshot displays a web application interface for task management. At the top, there are navigation tabs: Overview, Tasks (selected), Transactions, Time Activity, Project Reports, Project Details, Change Log, and Attachments. Below the tabs is a 'Filters' button. The main content is a table with columns for Task, Status, Created By, Assigned To, and Due Date. The table lists six tasks with their respective descriptions, statuses, and assigned personnel.

<input type="checkbox"/>	Task	Status	Created By	Assigned To	Due Date
<input type="checkbox"/>	Site Evaluation Evaluating the site for purchase	COMPLETED	Admin Keystone	Admin Keystone	07/23/2024
<input type="checkbox"/>	Marketing and Publicity Handle marketing and publicity for the project.	COMPLETED	Sarah Smith	Olivia Khan	08/12/2024
<input type="checkbox"/>	Supply Chain Optimization Optimize the supply chain for efficiency.	COMPLETED	Sarah Smith	Mason Jones	09/03/2024
<input type="checkbox"/>	Project Planning Develop the overall construction project plan.	OPEN	Admin Keystone	Amelia Sullivan	09/03/2024
<input type="checkbox"/>	Operational Efficiency Improve operational efficiency.	OPEN	Admin Keystone	Lawton Ursrey	09/14/2024

Project Management

Workflows

The screenshot displays the 'Workflow Automation' interface. On the left is a sidebar menu with a '+ New' button at the top. The menu is divided into 'BOOKMARKS' and 'MENU'. The 'MENU' section includes: Dashboards, Tasks, Transactions, Multi-entity, Advanced accounting, Sales, Expenses, Customers & leads, Reports, Payroll, and Time. The main content area is titled 'Workflow Automation' and includes links for 'Take a tour', 'Video tutorials', and 'Learn about'. Below the title are tabs for 'Templates', 'My Workflows', and 'History'. A search bar contains filters for 'QuickBooks ...', 'All sources', and 'All actions', followed by a search input with the text 'project'. Below the search bar, there is a section titled 'QuickBooks templates' with a count of 4. This section contains four workflow cards:

- Reminder | Project expenses**: Get updated when project expenses are higher than your estimated costs. Includes 'Project' and 'Reminder' tags.
- Get reminded about projects**: Remind specific people to update project info, like delays and due dates. Includes 'Project' and 'Reminder' tags.
- Reminder | Project profitability**: Get updated when your actual profitability is less than what you estimated. Includes 'Project' and 'Reminder' tags.
- Notify about project invoicing**: Notify specific people to invoice when project progress hits a set percentage. Includes 'Project' and 'Notification' tags.

Project Management

Project Manager Role

The screenshot displays the Intuit Enterprise Suite user management interface. The left sidebar contains navigation options: '+ New', 'BOOKMARKS', '+ Bookmark this page', 'MENU', 'Dashboards', 'Tasks', 'Transactions', and 'Multi-entity'. The main content area shows a list of roles for the organization '* Keystone Terra'. The 'Project Manager' role is highlighted, with a description: 'Users with this role have full access to all projects and project reports, along with all transactions. They won't have access to the bank or app transactions tab and financial statements.' The number of users assigned to this role is 0.

Role	Description	Number of Users
Inventory manager	Users added to this role can view and edit products and services list and do other inventory tasks.	0
Payroll manager	Users added to this role can manage employees, run payroll, and do other payroll tasks.	0
Project Manager	Users with this role have full access to all projects and project reports, along with all transactions. They won't have access to the bank or app transactions tab and financial statements.	0
Sales manager	Users added to this role can access all sales transactions, customers, products and services, sales tax, and currencies.	0

Project Management

Enhanced Integrations

- **Knowify**
- **BigTime**

Dimensions

- **Up to 20 Dimensions**
- **Bulk Reclassifying**
- **P&L Reporting**
- **Custom Reporting**
- **Budgeting**

Project Manager (inactive) Contract Number (inactive) Project Manager

Contract Number Ven Preferred Payment Method

Tags [?] Manage tags

Start typing to add a tag

Category details

#	CATEGORY	DESCRIPTION	AMOUNT	BILLABLE	TAX	CUSTOMER / PROJECT	CLASS	CUSTOMER TYPE	EARTHWORK	UTILITIES	CONCRETE
1				<input type="checkbox"/>	<input type="checkbox"/>						
2				<input type="checkbox"/>	<input type="checkbox"/>						

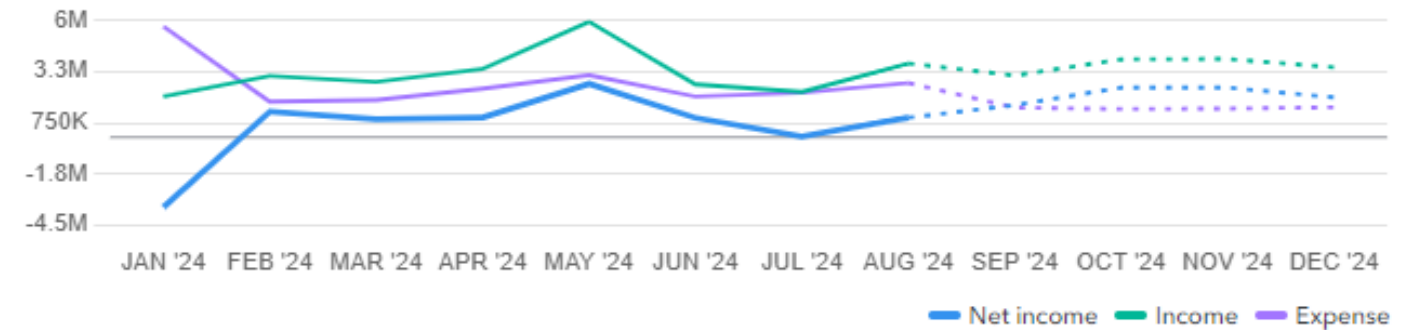
Add lines Clear all lines

FP&A

- AI Powered **Forecasting**
- **Budget** Tasks and Approvals
- Granular Permissions
- **Profitability Monitoring** with root cause analysis and AI powered recommendations

Net Income for FY24 (Projected)

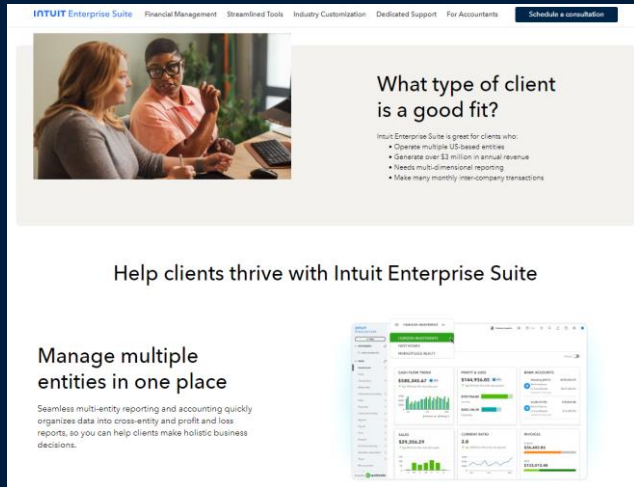
\$13,233,807.34



And More!

- **Revenue Recognition**
- **Fixed Asset Module**
- **Workflows**
- **Industry Customization**

Additional Resources at [Intuit Enterprise Suite Accountant Website](https://intuit.com/enterprise-suite-accountant)



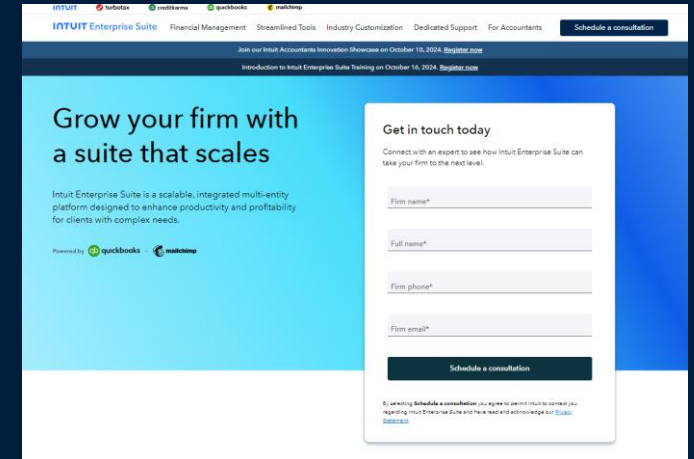
The screenshot shows a webpage with a navigation bar at the top containing links for 'Financial Management', 'Streamlined Tools', 'Industry Customization', 'Dedicated Support', and 'For Accountants'. A 'Schedule a consultation' button is also present. The main content area features a header image of two people in a meeting, followed by the text 'What type of client is a good fit?' and a bulleted list of criteria. Below this is a section titled 'Help clients thrive with Intuit Enterprise Suite' and 'Manage multiple entities in one place' with a screenshot of the software interface.

[Learn More](#)

[Intuit Accountants Innovation Showcase 10/10](#)

[Introduction to Intuit Enterprise Suite Training 10/16](#)

[Register Now](#)



The screenshot shows a contact form on the Intuit Enterprise Suite website. The header includes the same navigation links as the previous screenshot. The main heading is 'Grow your firm with a suite that scales'. Below this is a 'Get in touch today' section with a form containing fields for 'Firm name*', 'Full name*', 'Firm phone*', and 'Firm email*'. A 'Schedule a consultation' button is located at the bottom of the form. A small disclaimer at the bottom of the form reads: 'By clicking "Schedule a consultation" you agree to permit the provider to contact you regarding Intuit Enterprise Suite and to use and acknowledge the Suite. [Details]'.

[Schedule a call](#)

<https://intuit.me/47uufX6>



In The Know

Learn about the most exciting innovations across the QuickBooks Online ecosystem. Check out the weekly video episodes—or join us on the live monthly webinar.



Watch the weekly video show

Watch these bite-sized episodes to dive deep into product innovations. Hear from Intuit leaders and a rotating cast of ProAdvisors who share how QuickBooks has empowered them to grow their practices.

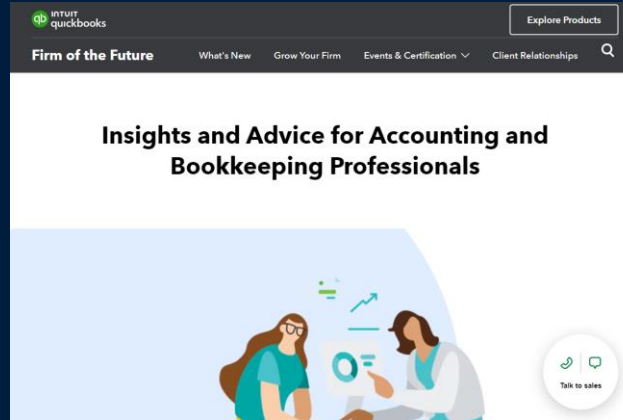
[Watch now](#)

Additional Resources



In the Know Hub

www.firmofthefuture.com/quickbooks-proadvisor/in-the-know/



Firm Of The Future Blog

www.firmofthefuture.com



Accountant University

www.qbtrainingevents.com

Thank you!