



## Balance Your Books – How we are doing it Virtually

Article contributed by Roxanne Brown, CQA - Contributing Editor, IDNAC Newsletter

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### Company Information:

**Company:** Balance Your Books, LLC

**Address:** 512 Newark Pompton Turnpike  
Pompton Plains, NJ 07444

**Contact:** Dennis Najjar, [dnajjar@balanceyourbooks.com](mailto:dnajjar@balanceyourbooks.com)

**Phone:** 888-292-9898

**Website:** <http://www.balanceyourbooks.com>

**Hours & Time Zone:** 9:00-5:00 ET

**Established:** 1999

**Integrated Service you are Using:** Virtual Desktop Applications via [www.realtimeaccounting.com](http://www.realtimeaccounting.com)

### An Interview With

**Dennis Najjar, CPA**  
**Balance Your Books, LLC**

*After leaving a Big-8 accounting firm in the mid-eighties I started my own accounting practice. In 1999 I planted the seeds that soon grew into my current practice, 'Balance Your Books LLC' located Pompton Plains, New Jersey. We have several Certified ProAdvisors on staff, both in QuickBooks and POS, and we offer support to a wide range of industries. Using the services of Real Time Accounting has really been an important part of the virtual support we provide our clients.*

**Dennis M. Najjar, CPA**

### At a Glance:

- Remote access for all team members anytime / anywhere
- Same as QB installed on your local computer
- Easy installation
- Ease of use
- Secure
- Daily backup
- Reliable
- Timely support

### Business Challenge:

How could we provide remote QuickBooks access to all members of our team and the client efficiently and effectively? Our business is a virtual bookkeeping and controllership services. We perform all the day-to-day bookkeeping for our clients, many of which use QuickBooks. We wanted to ability to share the data file in a secure environment without the hassles and inconveniences of moving the data file back and forth, risking the chance of corruption or working in the wrong data file. An important consideration for us was the ease of installation and ease of use. Since our entire business depends on the ability for both our staff and the client to access their QuickBooks data file remotely the solution needed to be reliable, convenient, easy to use, and with little to no training time required.

### Finding a Solution:

We had tried a few options in the past several years, and then we found Real Time Accounting (**RTA**). The company, located in Newport Beach, CA, provides a QuickBooks hosting service. The company supports several flavors of QuickBooks (Premier, Pro and Enterprise) and several versions (2003, 2004 and 2005). We set up a time to talk with them and tried their free 30-day no risk offer, and realized immediately that we had found our solution.



## Balance Your Books – How we are doing it Virtually

### Add-On Specifics - Installation, Setup & Support:

Opening an account thru Real Time Accounting requires a valid QuickBooks license for each user.

The company provides an application form and an easy to follow installation guide. Upon receipt of a user name and password, a link is provided to the client to download the installation software.

Installation takes less than five minutes.

Once the application is installed a (new) QuickBooks Icon is installed on the users' local desktop. Double click on the new QuickBooks icon and a secure connection is established with the RTA servers. After the connection is made the familiar welcome screen for QuickBooks appears. Simply click on open a file, just as you normally would. QuickBooks is running on the remote server, however it 'acts and feels' as though it is running on your local desktop, the entire process is quite seamless.

Uploading a QuickBooks file is just as simple. Start by backing up a QuickBooks file to your local hard drive. Launch the RTA connection and perform a standard restore function. When prompted for the location to save the file select the users folder that has been setup by RTA, which is entirely private to your customer and completely secure; the client cannot see anyone else's file/folders.

RTA performs offsite backup of the data automatically. Users can also backup the data file to their local hard drive. This process is exactly the same as if the data file is located on your local hard drive.

Support from the RTA staff is available by toll free phone and via MSN Instant Messenger; making it very convenient should you have any questions or problems.

### Results:

The QuickBooks hosting service provided by Real Time Accounting QuickBooks has allowed Balance Your Books, LLC (BYB) to serve our clients with a reliable service in a secure environment.

Without the services of RTA our business could not exist. The old alternative of moving data files among users would simply not work for the real time bookkeeping services Balance Your Books provides to its clients.

#### *A mini customer case study:*

*One of our clients was using the QB Merchant services and thought that would prevent their company from outsourcing their bookkeeping to Balance Your Books, LLC.*

*With RTA's QuickBooks hosting service, **all** the features and functions of QuickBooks is installed on your local hard drive are available with RTA.*

*BYB was able to perform the same functions remotely using RTA, **including** using the QuickBooks Merchant Service... that closed the deal with this client!*

### Closing –

RTA's hosting service can be used to not only service clients that outsource their day-to-day bookkeeping but also for several other models.

Here are a few examples how:

- If a company has several locations that need access to their QuickBooks file. RTA' service is an alternative to QuickBooks Online.
- If the business owner travels, RTA's service allows access to the data file while away from the office.
- For QuickBooks ProAdvisors that provide periodic bookkeeping, month end closing services or data file maintenance for clients', RTA's service allows access to the data without moving the data file.
- Unlike remote access, RTA's service does not restrict one user at a time. (Multi-user is available with multi-licensing)

With Real Time Accounting you or your clients don't need to give up the features of QuickBooks and settle for the slimmed down QuickBooks Online. You can provide top-quality, secure, and convenient service and support to your clients without 'settling' for slower speed or reduced functionality.