



CONNECT TO QUICKBOOKS ONLINE

Battle Card

POWERED BY  IN TIME TEC

MARKET PLACE CONDITIONS

- Business applications moving to the cloud
- Multifunction devices are becoming more intelligent and extensible
- Adding additional end-points to cloud connectivity simplifies workflows and increases productivity



TARGET CUSTOMERS, MARKETS, OPPORTUNITIES

- Users of QuickBooks Online who receive paper bills and want them easily added to QuickBooks
- SMB Market in the US & UK
- Shorten the steps required to enter and attach a bill in QuickBooks Online



KEY PRODUCT FEATURES

- Using optical character recognition (OCR), Connect to QuickBooks Online is able to extract important information from the bill to prepopulate fields which expedites bill entry and eliminates human error
- Bill details are entered from the MFP control panel, using OCR, and bill is automatically created in QuickBooks Online with the attachment

COMPETITOR ANALYSIS

The competition is the multi-step process outlined below:

1. Scan to Email
2. Move attachment to local storage
3. Manually enter bill details into QuickBooks Online
4. Find local copy and attach to bill in QuickBooks Online

Competitor Analysis - Manual process with web and mobile applications

CUSTOMER & SEGMENT SPECIFIC PROPOSITIONS

1. Simplify and save time for your bookkeeping staff
2. OCR saves time on data entry
3. Improve accuracy of data (reduce manual entry)
4. Simple steps at the control panel avoid the scan to email workflow in the competitor analysis
5. Take full advantage of the capabilities of your HP MFP

GOLDEN
questions

There is a 14-day free trial...what would stop you from giving it a try?

What are you struggling to accomplish that having extra time and bandwidth would help you to focus on?



OBJECTION MANAGEMENT

The cost per device seems high?

- The app only needs to be installed on devices used by the bookkeeping team
- The time saved more than covers the cost of the app



SUCCESS STORIES/BENEFITS

- Sandy the BookKeeper

Sandy spent 90% of her time getting bills into QuickBooks Online. Her old process took her 10 minutes PER DOCUMENT, organizing documents, scanning and emailing, uploading to QuickBooks Online, and manually inputting the bill data. With the features in the Connect to QuickBooks Online app like direct scan into the application and OCR accuracy, she has:

- Cut her payables input time in half (from 10 to 5 minutes, per document)
- Increased her accuracy and avoided potentially time consuming and costly mistakes

While the extra 5 minutes might not seem like much at first, it added up fast. By cutting the amount of time Sandy spent scanning and processing documents, she freed up 15-20 hours a week to contribute to her organization in a whole new way.

- Daniel the Manager

Daniel juggles a lot of responsibilities and keeping the operations of his business running efficiently is a top priority. While his staff is dedicated, there never seems to be enough hours in the day to tackle all of the competing priorities. The Connect to QuickBooks Online app has enabled Daniel to:

- Increase accuracy and efficiency for bookkeeping activities
- Cut payables processing times
- Do more with existing resources and overhead
- Grow and develop his staff as they have time to take on new challenges
- Implement new operational processes with his staff's additional capacity

Daniel now has an extra layer of confidence in his operations team and his business!

ADDITIONAL INFORMATION

For more information visit the links below

- Access demo videos and more at intimetec.com/us/connect-to-quickbooks-online
- For a list of compatible devices visit <https://www8.hp.com/us/en/solutions/business-solutions/workpath.html>

Still have more questions? Want access to a demo account? Email us at: workpathapps-support@intimetec.com