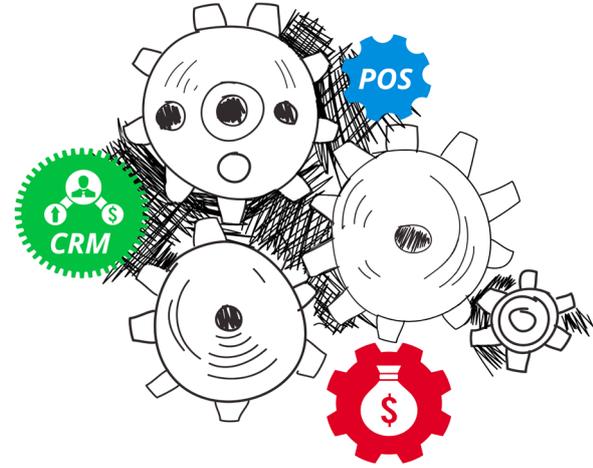




CASE STUDY



# NEXUS

## Business Systems

## Experienced Accountant urges clients to choose JCurve

Cloud accounting is growing fast, with savvy businesses and accountants taking advantage of real-time data and connectivity to make faster and more informed business decisions.

Harry Papadopoulos of Nexus Business Services in Victoria, has been in public practice for 30 years. Starting his own practice in the early eighties, he merged with a partner soon after, and over the next two and a half decades expanded the business to include six partners and 30 staff.

In the last few years, Harry has gone out on his own again, this time focussing his practice on working with small businesses that are keen to grow.

As an experienced, passionate and business savvy accountant, Harry has seen a lot of changes in the industry. Of course one of the biggest changes is the one that's going on right now - the switch to Cloud accounting. Harry explains why he urges his clients to adopt a Cloud accounting solution:

"The beauty of cloud solutions is that they are easy to access, and there's no need to be constantly updating the version - you're always up to date. You don't have to worry about back-ups, security or if your accountant is running the same version."

Harry says the switch to Cloud accounting is part of a much larger change.

"There is a paradigm shift going on in the accounting world. First, there's the ability to get real-time data, and second, the opportunity to use that data to project and strategise about what clients want to do in their business."

For Harry, he says the businesses he works with want to use the data to manipulate and improve their business activities. Likewise, Harry explains that these days he's more selective with his clients: "I want clients who want to talk to me about their business, not just do a tax return. I want to talk about how they're going to grow, how they're going to manage inventory, what marketing they're going to do."

As an accounting professional who engages with his clients on more than just compliance issues, Harry recommends his clients choose an accounting solution which will support their business growth.

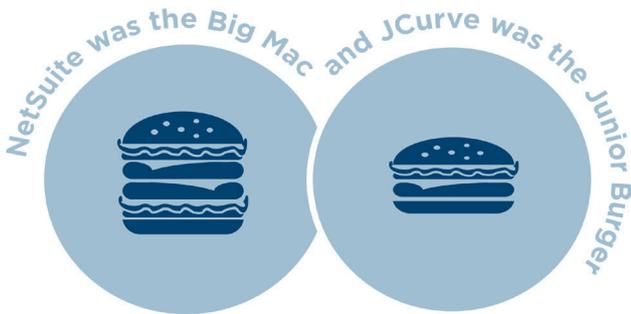


[jcurve.com.au](http://jcurve.com.au)

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With that in mind, Harry recommends that his clients choose JCurve. "I came across JCurve via an IT partner I work with. He had implemented NetSuite a few times and explained to me that NetSuite was the Big Mac and JCurve was the Junior Burger."



"I will confess that the system seemed somewhat daunting at first - but that's because there's just so much capability. My advice for any business looking to install JCurve is don't do it all at once."

With respect to the transition process, he's philosophical (he's Greek so it comes with the territory, he says). I tell my clients, "You can't go through a transition and not expect to experience some pain. Also the transition forces you to look at what you're doing, what you're recording, and how you're recording it."

Based on one of Harry's clients who transitioned from their existing solution to JCurve, the client said it gave them the chance to set up their Chart of Accounts the right way and remove accounts that had been unnecessarily created. And having the Chart of Accounts live, in the Cloud, means that the accountant can constantly monitor it, and 'clean up' any accounts that are incorrectly created.

Regarding the cost of accounting software, Harry says, "The way I look at it, if a business can't afford to spend \$1000 on a business management solution, they shouldn't be in business."



## FROM A GROWTH PERSPECTIVE, FOR A BUSINESS TO GO FROM:

1 PERSON IN THEIR LIVING ROOM TO



50 PEOPLE IN MULTIPLE OFFICES



OR EVEN 100s PEOPLE IN MULTIPLE COUNTRIES



THEY NEED TO HAVE THE RIGHT SYSTEM IN PLACE FROM DAY ONE.



I equate the implementation of JCurve to a marathon - you don't run the whole 42km the first time you go out for a training run. Instead, you gradually build up, 5km, 10km, 20km, etc." On a like for like basis, Harry says, "JCurve leaves the other accounting systems for dead - both Cloud based and traditional. And if you want CRM, as well as sophisticated inventory, you have to go with JCurve."

In Harry's view spending this money to have a real-time accounting solution allows a business's accountant to offer advice and strategy to improve the business.

Harry's assessment of JCurve specifically, is that it's a premier system for the price tag.

**To find out more about JCurve and the benefits of becoming a partner contact JCurve today.**

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