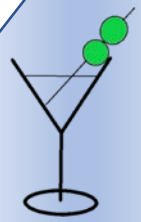
The QB ‘ Appy Hour with Liz & Heather TAKEOVER

With Annie Terry, Intuit Developer

Mariette Martinez, Tus Tres Maestras

And the finalists from the 2017 100K App Showdown!

@qbappyhour



www.qbappyhour.com

Your Hosts

Heather Satterley
Satterley Training & Consulting

Liz Scott
Accounting Lifeline

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Annie Terry, Intuit

Sr. Manager, Developer Programs, Intuit Developer

Twitter: @anniefever

Annie has been with Intuit with over 11 years. She leads top programs for Intuit Developers including the Small Business App Showdown which awards $100,000 to one lucky Apps.com app and provides 6 months of marketing for all ten finalist. She also created the $15M Lighter Capital Intuit Developer Fund which provides revenue based funding for all members of Intuit Developer.

Mariette F. Martinez, EA

Email: mariette@mariettemartinez.com

www.mariettemartinez.com

www.tustresmaestras.com

IRS Enrolled Agent & Financial Accountant

QuickBooks ProAdvisor, Applications Strategist & Public Educator

Content Creator & Blogger for Multiple Accounting & SMB Networks

#Mommypreneur

My why: No business left behind

@marietteinthecloud

@MMartinezEA

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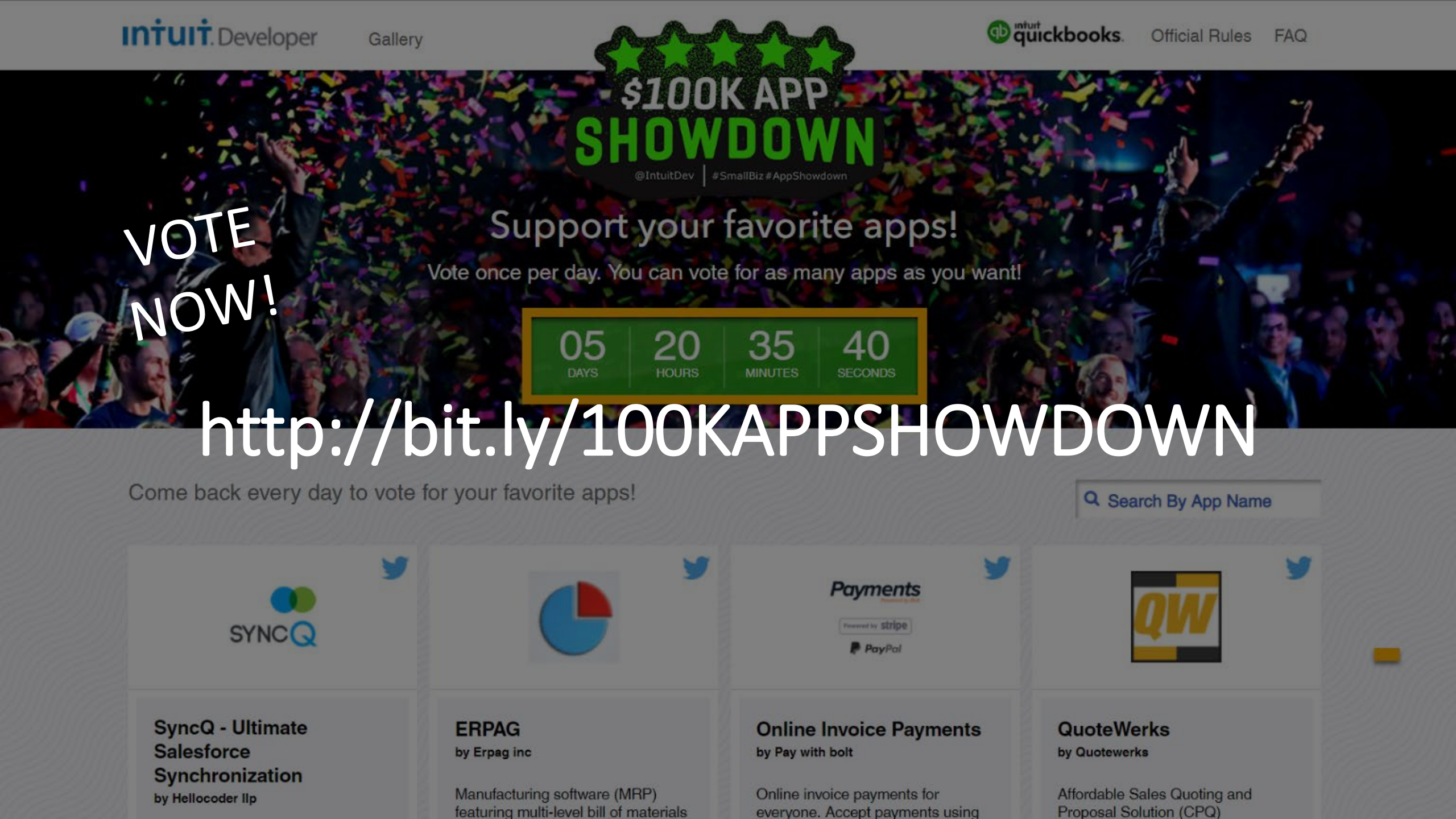
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Online Invoice Payments
by Pay with bolt
Online invoice payments for everyone. Accept payments using
QuoteWerks
by Quotewerks
Affordable Sales Quoting and Proposal Solution (CPQ)

Spicy ‘Appy Pie

- **RECIPE**
- Yields 1 cocktail
- **Ingredients**
- 1oz Vanilla Vodka
- 1oz Fireball
- 4oz Apple Juice
- Pinch of Cinnamon
- Brown Sugar on the rim

$100K APP SHOWDOWN
@IntuitDev | #SmallBiz #AppShowdown

100K Show Glow

- **RECIPE**
- Yields 1 cocktail
- **Ingredients**
- 1 part Lemonade
- 1 part Tonic Water
- 1 part Tequila
- Salted rim
- Slice of lime

@qbappyhour

Fall for Innovation Punch

- **RECIPE**
- Yields 1 cocktail
- **Ingredients**
- 1 part Midori Melon Liqueur
- 1 park Dark Rum
- 1 part White Cranberry Juice
- 1 part Apple Juice
- 1 part Simple Syrup
- Slice of lemon

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Vote for your favorite drink! The winning drink will be served at the 100K App Showdown pre-show party hosted by Liz Scott and Heather Satterley of the 'QB Appy Hour at QuickBooks Connect in San Jose on November 5th! Voting closes on September 21, 2018.
Vote for your favorite drink!
Spicy 'Appy Pie
100K Show Glow
Fall for Innovation Punch
SUBMIT
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100K App Showdown pre-show
party hosted by Liz and
Heather, your QB 'Appy Hour
hosts!
http://bit.ly/100KDrinkShowdown

a2X™

Amazon accounting made easy

Customer Problem

Accounting accurately for Amazon marketplace sales is difficult, time-consuming and unreliable, with the hundreds of transaction types, overlapping accounting periods, and the sheer volume of transaction line items.

Solution

A2X connects Amazon's systems to QuickBooks Online, eliminating the need for Seller Central file downloads and spreadsheets. It automatically fetches Amazon transactions and posts summarized journals straight to QuickBooks Online, enabling reconciliation to the cent with every Amazon payment.

Ecosystem Benefit

Businesses get accurate accrual accounting for their Amazon sales. Their bookkeepers save a ton of time every month. Accounting firms can build specialist Amazon e-commerce accounting practices around the A2X+QuickBooks platform.

AutoEntry

- Customer Problem

- Manual data entry is a time consuming and expensive process. It can also be frustrating, and prone to human error. Resources spent manually logging paper documents inhibits innovation and growth.

- Solution

- AutoEntry eliminates manual data entry for accountants, bookkeepers and small businesses. AutoEntry captures and analyses data from scanned and photographed receipts, invoices, bank and card statements, bills, expenses and more, and securely inputs this information into QuickBooks.

- Ecosystem Benefit

  AutoEntry delivers substantial cost and time savings to users. Businesses can reinvest this saved resource into taking on new clients and diversifying services.

Customer Problem

There are 1.3M practicing lawyers in the U.S., 80% of whom are private practice. Of that group, 50% are solo practitioners. Before Clio, the only practice management software available were outdated, server-based solutions that were costly to purchase and manage—typically requiring extensive hardware and IT support—putting them out of reach for the average small to medium-sized law firm.

Solution

Clio offers a cloud-based, affordable solution with the most powerful and comprehensive features for firms of any size.

Benefits

Clio delivers everything modern law firms need to run a successful practice: calendaring, time tracking, note-taking, document management, task management, legal accounting, bookkeeping, and billing—all from a single online interface. Clio saves firms valuable time and money.

LOCATE™

Today's Solution for Inventory Management

CUSTOMER PROBLEM

Small and mid-sized businesses are outgrowing their inventory management software, but don't want to leave QuickBooks for a costly and complex ERP system.

SOLUTION

LOCATE is a full-featured inventory and order management platform, designed specifically for growing businesses and made accessible to the SMB market.

ECOSYSTEM BENEFIT

LOCATE pairs powerful inventory management with intelligent accounting, providing growing companies with the opportunity to stay in the best-of-breed QuickBooks ecosystem while still taking advantage of ERP-level functionality.

- Customer Problem
- Custom manufacturing, requires constant collaboration and communication, not only at the time of the order, but as you begin your interaction with your potential customer. Communication begins to break down as soon as 2 people are involved. ShopVOX provides a tool where the entire team is able to collaborate on any given number of projects within their shop. Communication is improved as each team member does their part within shopVOX all while improving product efficiencies and decreasing lead times.

- Solution
- ShopVOX's Job Board is a production tool that allows custom shops to maintain their current Quickbooks environment and add a workflow that caters to their shop's fabrication process. Users are able to avoid duplication of data as shopVOX uses Quickbooks' current transaction item details to launch production jobs into shopVOX. ShopVOX users can now produce the product while adding reliability to their due dates, automating staff assignments and making sure nothing falls behind. Once finished the jobs and their details are closed and archived. The rest of the process, such as billing and collections, continues as normal within Quickbooks.

- Ecosystem Benefit
- ShopVOX's Job Board improves production by automating the steps to be managed as well as the associated staff and machines. Collectively the team has a bird's eye view of the production at all times, with the ability to easily drill down to ground level. With added layers of accountability for their jobs, users are apt to make less mistakes and spend less time searching for information regarding an existing project.

  An open API, a Zapier, and the custom aspect of building a production workflow in shopVOX, provides flexibility unparalleled in a production software that also connects with Quickbooks online or desktop

intuit quickbooks CONNECT + shopVOX

Kindful

Customer Problem

Nonprofits spend more time focusing on admin duties and record keeping, less time engaging with their donors. And less time with their donors means fewer donations and a smaller impact on the world.

Solution

Kindful is a donor database that helps nonprofits grow. We drastically reduce admin time for nonprofits, so they can focus on helping others. We support our customers by making our app easy to use, automated, and integrated with industry leading services.

Ecosystem Benefit

We've seen our customers save an average of 30 hours per week by switching to Kindful. This keeps nonprofits out of the admin work, focused on where they need to be: changing the world.

Say Hello to **Simple Payments**

Customer Problem

Outdated payment methods are costly and ineffective. There’s no tracking available, costly intermediary bank fees, and opaque foreign exchange. Reconciliation is difficult and workflows are complicated because multiple platforms are involved.

Solution

Veem uses a multi-rail network, including treasuries and blockchains, to cut out intermediate banks when making business payments. The result is a simple, efficient, and trackable network where users can easily reconcile payments regardless of currency or borders.

Ecosystem Benefit

Veem is a payments network for small and medium sized businesses - a long-overdue upgrade to 1970’s wire services. Veem’s QuickBooks integration allows pro advisors to include safe, cost effective, global accounts payable to their offering.

Clear & Powerful Cash Flow Forecasts

Forward-looking cash flow & sales scenarios to drive business growth.

dryrun

25% of business deaths are a direct result of a **cash flow** shortfall

Business owners have little access to real-time data to predict their future finances.

They rebel against spreadsheets and advisors struggle to access current info and communicate advice.

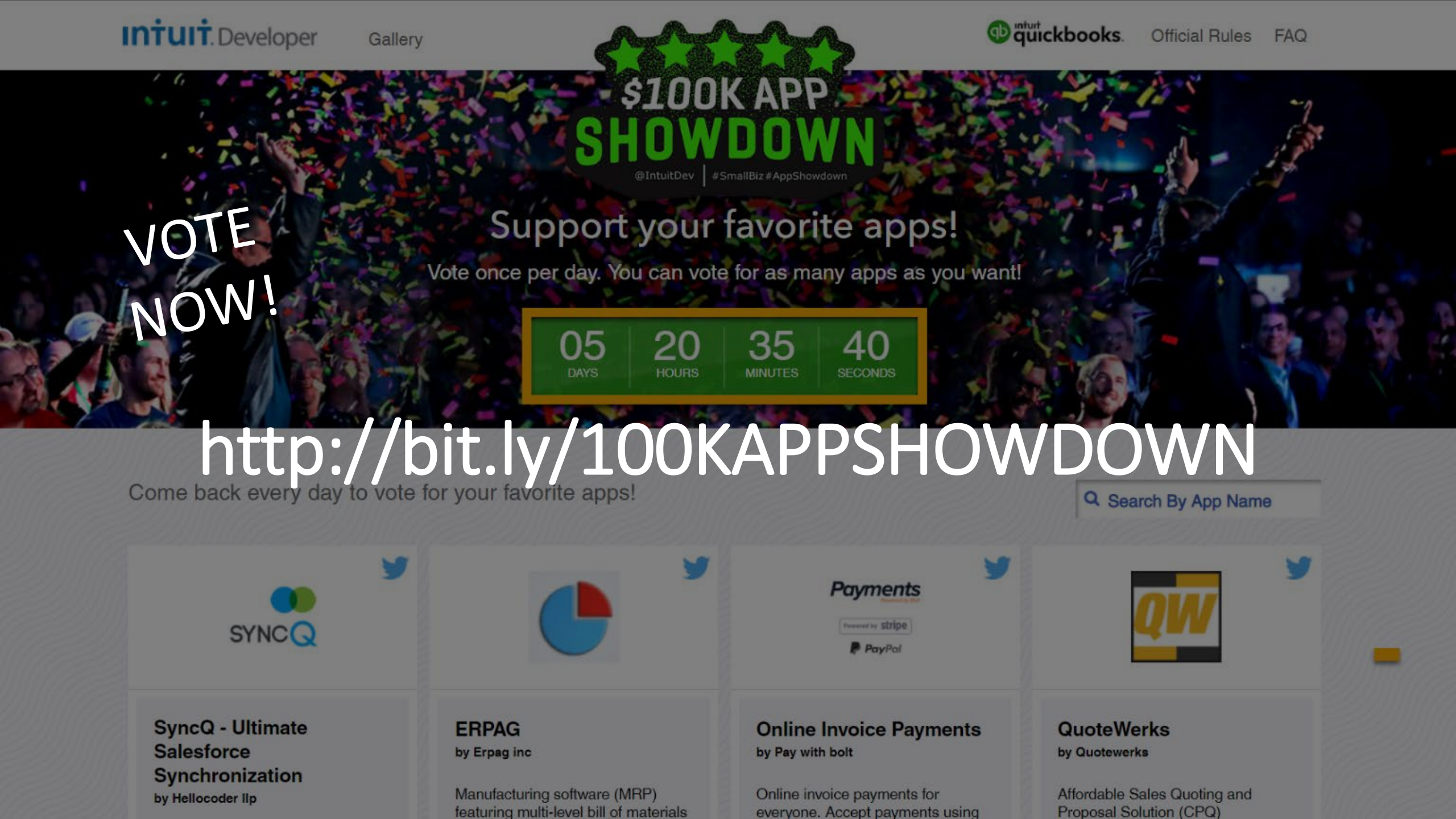
This Week, this month, this year

Dryrun is all about looking ahead.

It's a powerful mix of imported data combined with the flexibility and control only matched by a spreadsheet.

Cash Flow is universal

Users in 60+ countries subscribe to Dryrun to help keep their business running tight toward the goal line, flush with cash and growing.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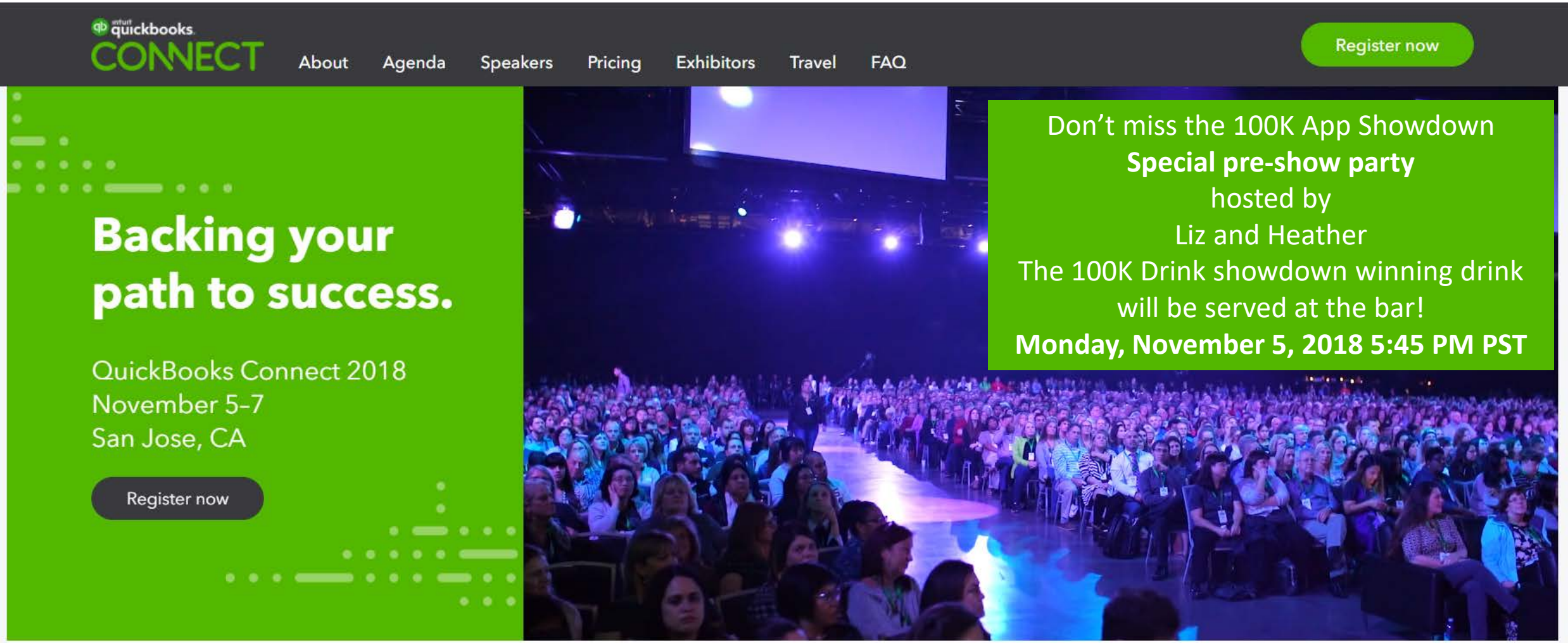
Join us at QuickBooks Connect 2018!



Register at quickbooksconnect.com

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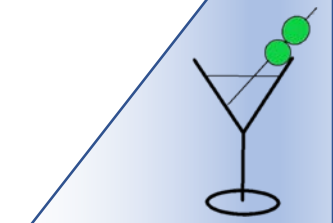

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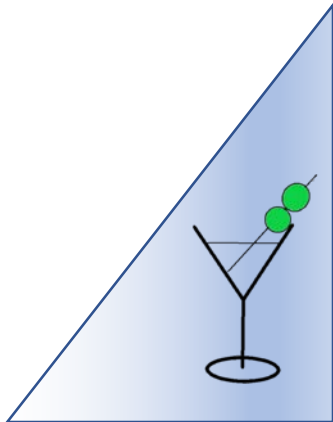
- Thank you for spending an hour getting ‘appy with us!



Next month's episode: October 9th at 4:00 PM EST

Let's Explore
Internet Security

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