

Ignite Spot Accounting: Bill.com Is A “No-Brainer” For My Firm And Its Clients

Dan Luthi, COO of Ignite Spot Accounting, shares why Bill.com is a valuable part of his firm’s technology stack.

Tell us about your firm.

We offer full-service bookkeeping, CFO coaching, taxes and process design services. We are a 100 percent Intuit shop that’s been in business for a decade.

Why did you decide to use Bill.com?

A client referred us to Bill.com. I fell in love with it. We were doing AP and AR manually, and it was cumbersome to work with numerous bank websites and systems. Plus, we don’t like to put ourselves in a position where we are releasing funds without client approval. With Bill.com, the business owner has control over what moves and when, while we can enact approval workflows. Now, we require clients to use Bill.com.

What do your clients think of Bill.com?

Clients love Bill.com because it makes their lives so much easier. We recently launched a client who was adamant that he didn’t want digital AP and AR. We explained Bill.com to him, its audit process and simplicity of payments, and he completely changed his mind. He went from “I want paper only” to “OK, we are going all-in on Bill.com.”

How do you use Bill.com?

We use Bill.com for AP and AR for the firm and our clients. It’s a no-brainer since it creates a lot of efficiencies and a cleaner process flow. The firm also auto-invoices every month, and many clients will authorize automatic payments. It’s great for cash flow.

What would life be like without Bill.com?

Bill.com gives us peace of mind and saves us a lot of time. We’re confident that vendors are paid on time and accurately. If we didn’t have Bill.com, we’d probably have to hire at least three more employees. It’s an essential part of our technology stack.



TYPE OF ORGANIZATION

Midsize

EMPLOYEES

12

HQ LOCATION

Kaysville, Utah

INDUSTRY FOCUS

Media and marketing agencies

CLIENTS

250

BILL.COM SERVICES

AP and AR

ACCOUNTING SOFTWARE INTEGRATION

QuickBooks Online and Desktop

Visit **Bill.com** for more information.