

Customer Success Story

Blumer & Associates: “Our Clients are Blown Away by Bill.com.”

Jason Blumer, founder of Blumer & Associates, CPAs, shares how he built his firm’s business model on Bill.com.

Tell us about your firm.

We’re completely virtual. We work with healthy companies that we coach towards a higher level of growth.

How do you use Bill.com?

We base our business model on Bill.com. We require it. Clients allow us to draft their monthly payment to us through Bill.com. We use it to pay the firm’s bills. With Bill.com, we have created a standardized approach for controllership processes. We wouldn’t set up a controllership without Bill.com.

How have your clients responded to Bill.com?

There’s a blindness that comes with paper-based controllership processes. Clients can’t see what’s going on and think that’s normal. Once they’re on Bill.com, clients are blown away. They can access reporting, payments, documents – whether at the office or in a cab.

What’s your Bill.com ROI?

Our business model would not be possible without Bill.com. The time we spent on monthly invoicing is 0 minutes. We draft payment on the first of the month, and the money hits the bank. Our clients spend up to 80% less time on their AP with Bill.com. Just moving their AP from paper to digital through Bill.com saves 50% of that time by itself. If I didn’t have Bill.com, I’d be running a brick and mortar, paper-based, local firm. We have clients all over the country because products like Bill.com allow us to do so.

What tips would you give other firms?

Use Bill.com to draft your client fees. Do you bill any clients the same amount each month? Ask if they’ll go on a draft. You’d be surprised by how many say yes.



TYPE OF FIRM

Mid-sized

EMPLOYEES

9

HQ

Greenville, South Carolina

INDUSTRY FOCUS

Design and creative agencies, controllerships for agencies

CLIENTS

70

BILL.COM SERVICES

AP & AR

INTEGRATIONS

QuickBooks, Xero

Visit [Bill.com](#) for more information.