

Customer Success Story

Ijaz & Associates Increases the Firm's Revenue per Professional by 25% with Bill.com

Ahsan Ijaz, CEO of Ijaz & Associates, explains how his firm uses Bill.com to improve efficiency, gain new business and grow client accounts.

Tell us about your firm and what makes you unique.

We think of the client first. We hire great staff, emphasize training and implement technology to make our clients' lives (and our lives) easier.

How do you use Bill.com?

We require our clients to use Bill.com, and it is the first internal training new hires take with us. Bill.com eliminates manual AP processes and provides better transparency. It speeds up audits as it makes the disbursement testing a lot faster for auditors. It saves everyone a lot of time and provides more value while doing so. It also standardizes processes for the firm. If an employee is on vacation, it's easy to slot someone in to take their place.

How have clients responded to Bill.com?

All of our clients love Bill.com. If a client isn't already on Bill.com, that's the first upgrade we implement. It builds trust in our judgment since we're recommending a great product.

What is your Bill.com ROI?

For most clients, we've seen them reclaim anywhere from 10-15% of their time. For a VP of Finance earning \$100K, that's \$10K-\$15K in savings.

Implementing Bill.com has allowed the firm's staff to handle more work and increase the firm's revenue per professional by at least 25%. New clients this year alone amount to \$250K. We earn up to 15% more in revenue per existing clients by offering AP services with Bill.com. For AR, our clients collect payments in a week (or less) instead of a month, which is cash flow gold.

What tips would you give practitioners?

Bill.com is the way of the future. It's a requirement for any finance office.



TYPE OF FIRM

Mid-sized

INDUSTRY FOCUS

Nonprofits

EMPLOYEES

12

HQ

Arlington, Virginia

BILL.COM SERVICES

AP & AR

INTEGRATIONS

QuickBooks Online, Intacct

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