



## Payroll for the Future

How one firm is taking steps to prepare for the road ahead

### Meet the firm

As a father and a hobby farmer, Sam Foltz is used to thinking about how today's actions will impact the future. That foresight also plays a big part in his role as owner and founder of **Foltz & Associates**. After 30+ years in the tax and accounting profession, Sam has experienced a lot — and as he watches the technology evolution currently taking place, he doesn't think it will slow down.

"I believe that the profession, over the next five to ten years, will evolve to a primarily cloud-based solution."

According to Sam, not only have the firm's clients' technology demands changed, but so has the way that the firm does business.

"We have been driving our clients more towards a cloud-based solution, so that we can collaborate with them in real time."



"My favorite feature of Accounting CS Payroll is the vertical line that it gives us in compliance reporting."

— Sam Foltz

Client collaboration is important to Sam. It's been his favorite part of his job since he started the firm in 2004. He doesn't see technology as limiting client access — in fact, he says it's increased it.

"Accounting CS Payroll has helped us improve collaboration in our firm by allowing us to provide remote access to clients. They're now able to report employee time and data directly on the web, eliminating the necessity for our staff to do a portion of that work."

Not only do clients now have remote access, but the firm has benefited from improved efficiencies for client payroll.

"With Accounting CS Payroll, our processes have changed from dealing with payrolls on a client-by-client basis and batch processes, to processing paychecks for multiple clients at once. We're able to process multiple compliance reports such as 941s and W-2s for multiple clients at one time."

This processing shift has allowed the firm to maintain the same number of staff members, while taking on more capacity.

"Accounting CS Payroll has enabled us to improve our efficiencies in payroll processing, helping us triple the number of payroll clients that we service."



### Firm

**Foltz & Associates**  
Sam Foltz, Owner

### About

Located in Fredericksburg, VA, Foltz & Associates offers comprehensive tax, bookkeeping and payroll services.

### Website

You can learn more about the firm and the services they offer at [foltzcpa.com](http://foltzcpa.com)

### Thomson Reuters Software

Along with Accounting CS® and Accounting CS Payroll, the firm uses NetClient CS®, UltraTax CS®, FileCabinet CS®, Fixed Assets CS® and Practice CS®.



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This experience has shaped how Sam sees his firm's technology partners.

"I see Thomson Reuters as a partner, but more so — almost like having another employee in my office. Thomson Reuters has given us the technology to provide services that we would have otherwise needed to employ an additional two to three staff members. Thomson Reuters is really considered a staff member, not just another technology firm."

And when asked if he would recommend Thomson Reuters and Accounting CS Payroll to other firms?

"We would recommend Accounting CS Payroll to other CPA firms because it allows you to compete in the market with some of the bigger payroll players."



"Accounting CS Payroll has made our work life easier by creating capacity for clients, while improving efficiencies and lowering staff time."

— Sam Foltz

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