

“... Our firm has steadily increased its workforce over the past years, I can estimate that at least 3 hours per month per employee is saved in time now that we are using Timesheet Xpress ... I would say the biggest advantage of Timesheet Xpress is its ease of Use.”

Karl Cini CPA Partner at Brian Tonna & Co.

## Who is Brian Tonna & Co...

Brian Tonna & Co. is a medium sized accounting and audit firm based in Malta with their primary objective of satisfying clients needs in a professional and cost effective manner. As a member of Nexia International, a worldwide network of independent auditors, business advisers and consultants, Brian Tonna's clients can access international expertise in a broad range of accounting and tax specialists in countries around the world.

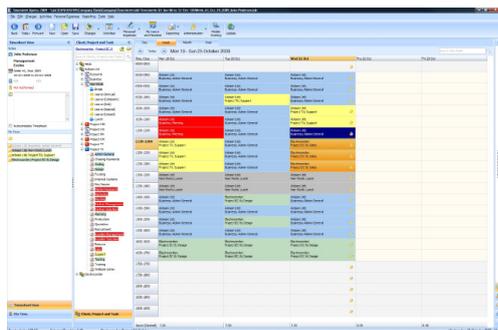
As a firm that is conscious of costs, Brian Tonna & Co. aim to provide an efficient and cost effective service to all their clients. Fees for proposed engagement are agreed prior to work commencing so that clients know what to expect. Being able to predict likely costs to ensure their business remains profitable whilst meeting their obligations to clients when it comes to costs is a fine balancing act.



### Brian Tonna & Co. main areas of expertise:

- Bookkeeping
- Audit & Assurance
- Corporate Finance
- Company secretarial services
- Tax Consulting

Brian Tonna & Co. pride themselves on their ability to keep clients up to date on projects and ongoing costs, transparency is a critical factor in building and maintaining client relationships.



## Issues before using Timesheet Xpress...

As with many professional consultants, available billable time is critical to the turnover and ultimately profitability of Brian Tonna & Co. With restricted time for client facing / billing work, the overall success of any consultancy firm can be put at risk. Investing some time and money in finding a methodology or process that will free up time spent on essential but routine administrative tasks is a key requirement to ensure firms can remain competitive and efficient in today's market place. For those firms who can demonstrate transparency of where time is spent on client project work through a minimal effort of reporting, will gain customer confidence and respect.

Prior to their use of Timesheet Xpress, Brian Tonna & Co. recorded time and activities on spreadsheet based timesheets which were not linked or networked. This caused numerous headaches internally from a reporting perspective – different abbreviations for tasks, simple human error but not least trying to collate all the data from various employees was hugely time consuming, let alone trying to run a comprehensive report that could be useful for analysis and billing functions, particularly if a client should ask for additional information.

In order to remain competitive with their costs and providing a slick and accurate project management aspect to ongoing client work, Brian Tonna & Co. decided to search for a solution to their internal process dilemmas that would offer them a seamless integration to existing billing procedures.

## Since using Timesheet Xpress...

The solution that Brian Tonna & Co. sought would have to meet their high requirement specification in order to ensure they could continue to offer a professional and cost effective service to their clients. Extracting key information on projects in real time was a MUST.

Since implementing Timesheet Xpress, Brian Tonna & Co. now have up to date information on time spent with clients and are able to distinguish between time that can be charge separately and that which should be included in the client retainers. Having this information allows them to monitor their fees and ensure that they are adequate to cover their actual time spent on client work.

“It (Timesheet Xpress) is also helping us to budget for time to be spent on audits and other recurring projects by analysing time spent during the previous year” says partner at Brian Tonna & Co, Karl Cini.

## About

### Timesheet Xpress...

As the leading application based product for logging and managing project efficiencies in any organisation, Timesheet Xpress is being used by thousands of users in over 40 countries. The software is easily installed on either stand alone or network computers and offers a range of configurations for use in organisations of all sizes from independent consultants relying on accurate tracking of "billable hours" to large corporations who are concerned not only with project management and staff productivity but also with timely management information for the purposes of workforce management and staff optimisation when forecasting and scheduling outputs.

Timesheet Xpress will monitor organisational productivity and performance through time and attendance with quick and easy to use reporting. With accurate and timely information, effective planning and decisions can be confidently made leading to increases in business competitiveness. With links to various applications such as accountancy packages (Sage & QuickBooks), Microsoft Project, Excel, Timesheet Xpress offers a seamless integration into many existing business applications in organisations of all sizes and in many sectors.

## Comments from some additional users...

FROM: HAICKS FINANCE MANAGEMENT  
(NETHERLANDS)

"We recorded the time in a spreadsheet and the main difficulties were being unable to record the time for each project, we found ourselves struggling to get the right hours per client at the end of each week.

Now with Timesheet Xpress the biggest advantage it has brought has been the ability to record the time per client and it has saved a lot of time, all we have to do is start the program and record my hours having the assurance that at the end of the day we can run a report very easily."

FROM: LUCY BINDING –  
POLICY MATTERS (UK)

"Before purchasing Timesheet Xpress we would use a paper based timesheet system which became so time consuming.

Since using the Timesheet Xpress software we do not understand why we didn't get it sooner.

The time saved, the speedy reporting system and the general ease of use, has definitely changed our company for the better."

FROM: MJ FICK -  
PETANQUE (SOUTH AFRICA)

"We've been using it with great success for a number of years now. It simplifies timesheet logging, tracking and billing tremendously... Your support is great and value for money absolutely excellent!"

FROM: C THOMAS -  
INDIUM WEB MANAGEMENT (UK)

"Timesheet Xpress has made a fundamental difference to the performance of our business; it is extremely easy to use. It was the first timesheet tool we tried; I have no intentions of trying any other"

FROM: R MOOI -  
SAL ACCOUNT (NETHERLANDS)

" Our turnover increased immediately by approximately 10% as every single hour got billed..."

FROM: J TOBIAS -  
CY4OR (UK)

"The interface is very simple and straightforward. It's clear and well laid out, it really couldn't be simpler. We use it to track every project we have (approximately 500 each year) with over 20 employees in 2 locations".