

Accountant's Consultant's Checklist

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The purpose of this document is to list Accountant's or Consultant's Business Model requirements. It is a checklist of what accountant's and consultants need to do to see a business model.

Hidden Owner's Business Model

The Owner's Business Model is hidden in the owner's business reports. Given access to those reports, TeamsWin will recognize and build the business model, keeping it flexible (normalized). Accountants and consultants will then see a business model so they can help the business owner use it.

Owner's Software

A business model is Owner's Software. It pulls together the information an owner uses to understand, manage and communicate his business. It will be the first report an owner sees. Instead of looking at all these reports and integrating this information in his head, he will look at the business model first. Like a scorecard or dashboard, the business model will have all the reported information organized objectively. Before he needs to drill down to the details, he will be able to see the big picture first (the cross-functional relationships hidden in his functional reports). Besides this summarization hidden in the reports, he will be able to see trends. It takes time to see cause and effect. The business model shows a business model for each and all time periods. Before he looks at any detail, he will see his top down (cause and effect objective) view first.

Telecommuting

Physically, the business model will most likely be located on the owner's computer. However, it could be that just the scorecards and dashboards are on the owner's computer. The business model is a database and views of the business model (scorecards, dashboards etc.) are usually spreadsheets or pictures of spreadsheets (PDFs). If you want to control (protect) the data, the database can be owned by the accountant or consultant.

Requirements Checklist

Check list of requirements (if applicable):

1. Chart of Accounts (Subaccounts)
2. Payroll report (Time Reporting)
3. Sales report (Contractual Reporting)
4. Production report (Expenses Reporting)
5. Distribution report (Activity Reporting)
6. Trial Balance report (Financial Statements)
7. External report (Industry Standards or Catalogs)

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Summary:

The purpose of this document is to list Accountant's or Consultant's Business Model requirements. It is a checklist of what accountant's and consultants need to do to see a business model. For any one business, only five or six of these reports will build a complete model. Each report has to be in electronic format: print file, text, worksheet, or picture etc. A print file is preferred: just print the report to a file. In other words, all an accountant or consultant has to do to provide his customer with a business model is give TeamsWin access to five or six reports.