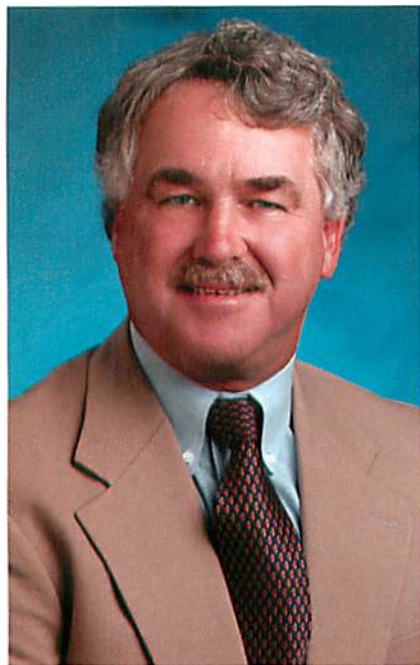


Empowering the Small Business-focused CPA

It's only natural that small business owners will seek out expertise within their accounting firm to help them address the financial needs of their businesses. The business owner's expertise often lies in their craft—the products or services they offer, not necessarily understanding the financial intricacies affecting their business. They rely on your expertise for help with most financial matters.

Small business owners will often rely on their accounting firm to process payroll and write-up work, monthly bookkeeping, financial statements, and



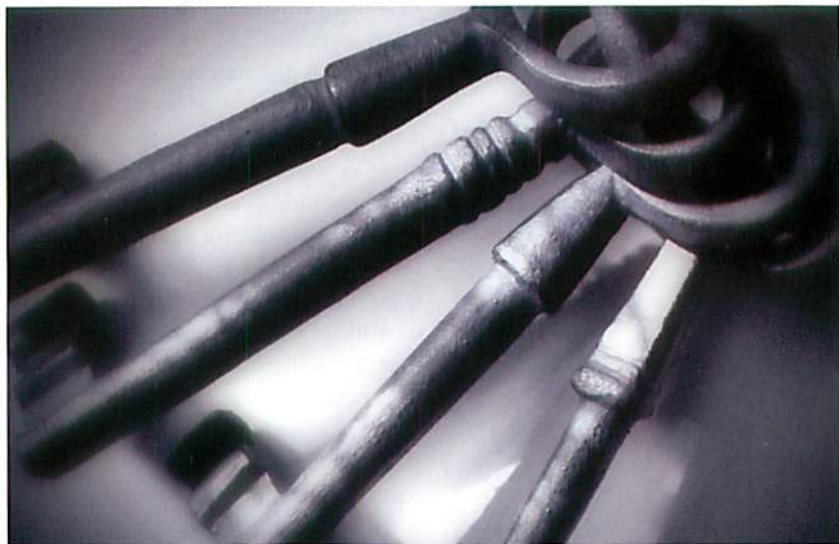
Mark Albrecht, CPA, MST, is the founder and CEO of Xpitax, LLC and XCM Solutions, as well as a founding shareholder at Kirkland Albrecht & Fredrickson, PC.

tax returns, among other things. Clearly, these are services they choose to outsource to you because they do not have the time, energy, or perhaps even the expertise to do it themselves.

A challenge for many accounting firms, often small businesses themselves,

is the same as the small businesses they serve: How do I free up my time to focus on delivering value to my clients? One answer is to follow your client's model—outsource the compliance work to someone with that expertise.

Xpitax, LLC was founded by Boston-area CPAs that understood that model well—from the experiences of our own growing accounting firm and



by the example of our small business clients. We took a look at our own business model and identified service areas that could benefit all tax and accounting firms.

The formula for success is the same for Xpitax as it is for your firm—hiring well educated and experienced staff, providing a year-round training program, putting the right technology and infrastructure in place, implementing processes that optimize efficiencies, and constantly measuring and improving our success in those areas.

The portfolio of services Xpitax provides has grown over the past seven years, as our client base has continued to grow and expand into new service areas. Today, Xpitax delivers a full range of tax and accounting services for firms of all sizes and specialties, includ-

ing preparation of individual and entity tax returns, as well as bookkeeping, audit support, back-office accounting, financial analysis, write-up work, and special projects.

Xpitax's dedicated team approach and proven infrastructure ensure fast turnaround on a high quality product. The resulting flexibility and reliability enables you to tap into an always-ready

resource that serves as an extension of your firm's capabilities.

An outsourcing arrangement with a reliable partner that provides the same quality services your clients have come to expect from you can hold many advantages for your firm beyond simply solving an in-house resource issue:

- Greater growth capacity without additional overhead
- Improved life-work balance for employees
- Increased efficiency through a digital process
- Better retention by giving first year staff higher value work
- Enhanced client satisfaction from professionals with more time for higher value, personalized service

The right outsourcing arrangement can serve as a win-win for you and your clients. SR