



Eagle Strategy Group

Strategy & Technology Consulting for Small and Medium Businesses

QuickBooks Case Study

QuickBooks Install for a Startup with Point of Sale (P.O.S.) and Remote Access.



The client was a Startup setting up a Car Rental Franchise near a major airport. They needed a P.O.S. system that supported rental car contracts as well as fleet and reservation management. They also needed the P.O.S. system to communicate with an accounting system to support payables, receivables, financial statements, etc.

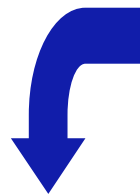
As a Startup, the client was working on a tight budget for purchasing software and hardware. They also did not have the budget to hire a full time IT person but instead wanted to setup support from the vendors that provide the solution.



The vendors that provide software for the car rental industry are a finite group, but Eagle was able to work with one of the software providers to deliver their P.O.S. software as a hosted solution through Microsoft Terminal Services. Their software had a module that allows for integration with QuickBooks and Eagle was able to setup QuickBooks as a hosted solution through a 3rd Party Vendor.



The P.O.S. system was hosted by the vendor, so Eagle was able to launch the system rapidly. The upfront costs to the client were a small licensing fee and the purchase of PC's and printers. The system is billed on a monthly basis based on usage, so the expense matches the cash flow. Also, the vendor hosted the solution and was able to conduct maintenance and support remotely, eliminating the need for on-site IT support. QuickBooks was also setup using a remote access service, which allowed owners and management to access both the P.O.S. and QuickBooks to monitor the business from wherever they have Internet access.



Contact **Steve Mooar** for more information on Eagle Strategy Group or to setup a Free Consultation:
726 Route 202 South • Suite 320-177 • Bridgewater, NJ 08807 • P: 908-458-6415 • F: 917-591-5239
www.EagleStrategyGroup.com • Sales@EagleStrategyGroup.com

 SMBStrategy



www.Linkedin.com/in/stevemooar