



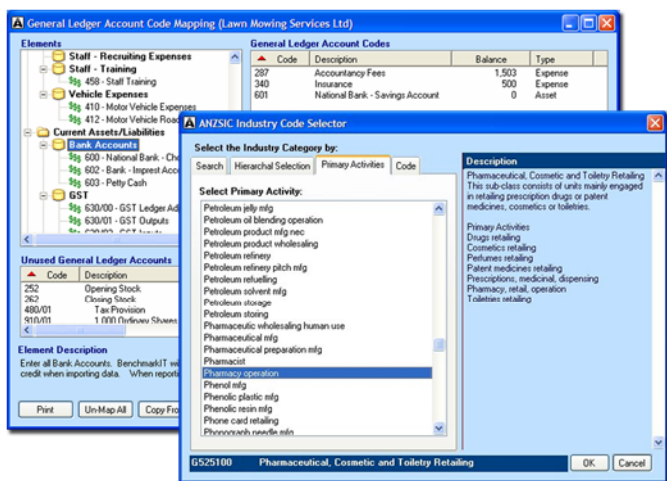
Acclipse BenchmarkIT

Compare your client's performance against their peers

Acclipse BenchmarkIT is the clear-cut benchmarking software leader in Australia with the **largest** and **most accurate** database that grows everyday!

Never before has there been such a practical tool... so uniquely focused on the issues important to your clients. Acclipse BenchmarkIT provides the **QUICKEST** and **EASIEST** way to produce accurate, informative benchmarking reports with its unique method of importing your client's data straight from your general ledgers*.

Acclipse BenchmarkIT removes the manual, time-consuming work of entering your client's data, enabling you to create business benchmarking reports for almost every client.



* Acclipse BenchmarkIT integrates with Acclipse Practice Manager, APS Advance, Sage HandiSoft, MYOB Accountants Office and MYOB/Solution 6 MAS.

Why Offer a Benchmarking Service?

There are two main reasons why you should offer a business benchmarking - There is a real demand plus it's a great tool for business development and client retention.

Recent surveys have found:

- 75% of SMEs are looking for advice on profitability and performance. *(SME Research)*
- 45% of SMEs are willing to pay up to \$2,000 for profitability advice. *(SME Research)*
- Companies who measure business performance against their peers achieve 69% faster growth and 45% greater productivity over those who don't. *(Pricewaterhouse Coopers 'Trendsetter Barometer' Survey)*
- Benchmarking reports provide a real incentive for business owners to work on different areas in their business as they are being measured against their peers or competitors. *(Pricewaterhouse Coopers 'Trendsetter Barometer' Survey)*

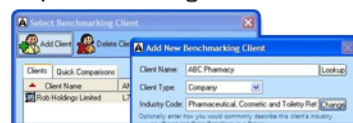
Because Acclipse BenchmarkIT reports provide hard statistics, they help crystallise where your clients can improve and where priorities lie. This information almost always leads to additional consulting work with your clients to help them develop plans to improve their business.

How Does Acclipse BenchmarkIT Work?

Because Acclipse BenchmarkIT integrates directly with the major client accounting ledgers, you save heaps of time compared to traditional methods of benchmarking... what previously took hours now takes only minutes!

Here's how the simple '1-2-3' process enables you to print a full set of professional benchmarking reports complete with your client's comparative data:

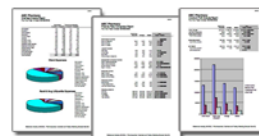
1. Add your client and select the appropriate industry sector...you can even look up your client's details from your practice management software.



2. Import your client's data directly from your general ledger and enter the optional non-financial info (eg number of staff, floor area etc).



3. Print your preferred reports, or publish to Excel® to include your firm's logo and/or adjust the standard layout and formatting.



Benefits of Using Acclipse BenchmarkIT

- **Best Database Available** – Your reports are produced using the largest and best business benchmarking database ever assembled in Australia.
- **Increases Your Revenue** – Gain additional consulting work as you develop business plans with your client.
- **Avoid Costly Mistakes** – Import your data directly from your general ledger, saving you hours of manual entry time and reducing data entry errors.
- **Your Single, Simple Solution** – Benchmark your business clients as well as your farming clients using Red Sky's extensive farm performance database available exclusively from Acclipse BenchmarkIT.
- **Flexibility** - You have complete control over setting up graphs and reports, enabling you to customise them for your practice.
- **Your Security is Guaranteed** - Acclipse BenchmarkIT uses advanced encryption, giving you peace of mind over the security and privacy of data entering or leaving your practice.