



APS Testimonials

New Zealand

“Changing software systems can be extremely costly and time consuming. Our experience with APS was one with few surprises, it was timely and trouble free.

Support was excellent AND available when needed. I would have no hesitation in advising Xlon users to make the change to APS.”

Preston Epplett – Preston Epplett & Co Ltd – Hawkes Bay, NZ

“ Because of our faith in the capabilities of APS we became the pilot site for the original SQL version of Advance PM. We are thrilled our little bit of pain was repaid in huge gains for our firm, APS and other users.”

“ Advance timesheets have been a real productivity gain greatly reducing End of Month rollover time and speeding Fee generation. Xcede Professional Accounting (XPA) with its Microsoft Excel based reporting is a powerful revelation. The use of XPA in conjunction with complementary products such as BankLink and CashManager provide a very cost effective method of preparing periodic and annual Financial Statements. Our congratulations and thanks to the APS team for developing and supporting a total office solution within a very short timeframe”.

Roger Keys, Goldsmith Fox PKF

" Our Company has used the Advance system in each office for many years. As part of the investment in our team, we arrange ongoing training as and when needed. In recent years I have taken part in training exercises run by 3 different APS consultants, all of whom my team found highly skilled, professional and thorough. APS should be proud of the calibre of its team, who have also proven fun to deal with."

Gary Meek, Director, Business One Ltd, Chartered Accountants, Thames & Whitianga.

“ The new XPA release has allowed us to improve our efficiency and accuracy, especially the easy click (on the screen report) feature to drill-down to current and prior year TB details. Other helpful improvements are:

- Linking ledgers to clients, and access from Advance Central Login, which provides easy and fast access to the most commonly used tools
- Ability to tailor reports and improved filtering ability
- Improved access and functionality of XPA Administrative tools (transaction data import)
- Closer integration with Microsoft Office i.e. export TB to Excel

Humphries Associates has been a beta site for XPA for several months and the disruption to work flow has been minimal. APS has responded quickly to any issues and in most cases provided fixes within 24 hours. Overall, XPA has integrated into our practice seamlessly and is easy to use.”

Lloyd Preston, Humphries Associates Ltd, Onehunga

“ I was actually one of APS’s original clients back in 1991. I don’t want to deal with anyone who is not profitable – that creates a threat for my business. Non-APS users may have found themselves having to change systems once or twice in the past 10 years. On Advance, we have not had to – which means we have a stable practice too.”

Peter Byers, Partner, Byers & Co, Kaikohe, Bay of Islands

“ The key to longevity in IT is the ability to adapt fast to provide productive gains to the customers you serve. APS has the best platform to do this.”

Brett Slater – Slater & Company, Hamilton

Public Trust is New Zealand’s largest and oldest trustee organisation, with 35 offices throughout the country. Public Trust has used Advance Tax Management for over 7 years and files in excess of 10,000 returns annually.

“ Public Trust is a user of a variety of software applications. We regard APS as a model software supplier. Every year as a new release of tax software is made available, APS has always endeavoured to supply this as soon as possible in April with a quality testing and release program. Since installing Advance in 1996, whenever we’ve experienced problems (which have been few), APS listens and resolves them efficiently”.

Peter Rahr, Systems Development Manager, Public Trust

“ APS put all the contracts & details in place, communication, meetings, project plans and worked with us ‘the client’, not keeping the project plan to themselves. We always knew where they were up to, and the support exceeded our expectations. Working that way, in conjunction with us, is a very effective, professional and efficient way of implementing the system.”

Margaret Fisher – Grant Thornton, Auckland.

“ It was truly a team effort; an assignment I found challenging and thoroughly enjoyed. The support we got from the APS personnel was (and still is) outstanding. It has been a pleasure to work with such a dedicated group”.

Chris Carswell – Deloitte Touche Tohmatsu, Christchurch.



Accountable Technology

“ Each month as we use, and get familiar with, the intricacies of the Practice Management system, we become more and more impressed. We recognised early on that the system should help us control our practice and thus enhance profitability. We are extremely pleased with the reports, information and control that we now have which far exceeds that we had prior to the introduction of Advance. We sincerely wish to thank the APS staff for the work they have obviously put in and for the support they give us”.

Alan Chester – Chester Grey, Papatoetoe, Auckland.

“ Our previous system gave us a benchmark with which to compare Advance. We have not been disappointed, the APS team has always been there to help us with the technological leap we made into the first Windows package for Chartered Accountants. In this regard APS support is personal and extremely responsive to our needs, which ensures we perform effectively as a practice. We appreciate the market edge APS gave us. With reliable service and up to date technology being an integral part of any successful business today, I don't hesitate to recommend both APS and Advance”.

Clive Quinn – Quinn Chartered Accountants Ltd, Papatoetoe.

“ We have been using Advance Tax & Practice Management for over 6 years. Both these suites of software are vast improvements on what we were using previously and whilst we are not using them to their total potential we believe we are getting extremely good value from both of them considering the time and finances invested. I would also like to take this opportunity to acknowledge the support staff, who I believe are APS's greatest asset. Their ability to respond to a client's queries in a timely and extremely friendly manner changes what can sometimes be a stressful situation into a pleasant interlude in the day. Please accept our sincere thanks”.

Wayne Morgan – Foote Butterfield & Taylor, Timaru.

“ Since purchasing Advance we have noticed a marked improvement in productivity because of the user friendly nature of the software. With the use of a few Excel skills timely and relevant practice management reports can be produced. The ease of production of these reports has been a revelation and has really assisted in the running of our practice. At all times the helpdesk at APS has responded to any queries without delay and the high standard of service we have received has certainly justified our decision to join the “APS family”.”

Ross Erskine – Staples Rodway, Christchurch.

“ APS maintains close contact with us to ensure that the system is optimised and that we are utilising Advance to the maximum efficiency for our business. KPMG and APS enjoy a good sound working relationship and the efficiency gains, provided by Advance, have assisted us to manage our practice more effectively. We anticipate that this good relationship will continue”.

Denise Cull – KPMG, Auckland & Wellington.