



Tax & Accounting

Workflow

## CCH Access™ iQ

As firms seek to shift focus away from entering data, they need tools to help leverage that data better. The shift from commoditized compliance services to more valuable advisory services reflects the disruptive changes taking place right now in the accounting profession.

CCH Access iQ is an entirely new type of product that combines the expertise of Wolters Kluwer Tax and Accounting research and software innovation. When new tax legislation triggers a “tax event,” the system searches a firm’s CCH Access™ Tax data for clients who might be impacted by that event. With this information at hand, firms can reach out to clients to engage in discussions about the change and how it affects the client’s needs.

### *Leverage Your Data More Effectively*

As your firm shifts focus away from entering data, you need tools to help leverage that data better. The shift from commoditized compliance services to more valuable advisory services reflects the disruptive changes taking place in the accounting profession.

### *Fight Commoditization*

Many firms find themselves in a race to cut fees for tax preparation as low as possible. To survive and grow, your firm needs to offer services that clients are willing to pay for and are enthusiastic about wanting. With CCH Access iQ, you’ll be able to more proactively suggest new services to your clients.

### *Improve Efficiency*

It is cumbersome, time consuming and difficult at best to identify on a daily basis what regulatory changes are coming or have been passed. And that’s just the first part of the problem. When a legislative change occurs, manually searching through client files is too time consuming. That means critical revenue opportunities are not identified, and growth stagnates. CCH Access iQ helps firms more easily find these opportunities and leverage them for additional revenue.

### *Maintain Compliance*

At the very foundation of the accountant-client relationship, compliance is critical to maintaining trust. You may be a compliance expert, but the speed and complexity of legislative changes creates heavy demands on an accountant’s time. CCH Access iQ helps firms protect and maintain their clients’ trust and minimize liability and risk to the firm’s reputation.

### Sustainable Competitive Advantage with CCH Access iQ

Ideally, the client contact that CCH Access iQ enables will lead to additional engagements and revenue opportunities for your firm. Although the exact impact will vary depending on the specific change being addressed, you'll be able to proactively reach out to clients to improve client satisfaction.

- **Revenue Growth** — Identify value-added business opportunities with the click of a mouse.
- **Premier Client Service**— Proactively reach out to clients to offer a better client experience and higher client satisfaction. In addition to better, more proactive 1:1 client service, the Client Letter Templates can be used as source material for blogs and social media posts which will accelerate group communication and showcase the firm's expertise.
- **Productivity** — Seamless integration and access to all the trigger events in one place creates higher efficiency which gives firms more time to focus on clients' needs instead of losing time switching between numerous software programs and data sources.

### An Intuitive System That Makes a Big Impact Integrated with the CCH Access Dashboard

The CCH Access Dashboard is the ideal central location to start your day. You don't have to launch any other tools. The Client News pane is integrated with the rest of the solution.

#### *Affected Clients All in One Place*

Within seconds, you have a list of clients to reach out to about any particular change. The Affected Clients screen can be filtered and exported to Excel.

#### *Comprehensive Information about Every Change*

The Event page details information about the event, including a summary, code section involved and event timeline. While you don't need a CCH® AnswerConnect subscription to access this information, CCH AnswerConnect customers can click links to dive deeper into the research content.

#### *Informative Client Letter Templates*

The Client Letter Templates are written by tax experts and give accountants a resource of information to pull from. Tailor the letter to provide exactly the level of detail your clients prefer.

