The Numbers Don't Lie:

**Practitioners Must Do More With Less.
XCM® is the Answer.**

Degrees granted have increased significantly over the last decade...

…but staff hiring by firms is up even more over the same period.

47.9%
Increase in accounting degrees, 2004 v. 2016[1]

77.1%
Increase in US CPA firm new grad hiring, 2004 v. 2016[2]

The number of new candidates is down, and has fallen even more in the last two years.

41,689
Average annual number of new CPA exam candidates, 2006-2018[3]

38,299
Average annual number of new CPA exam candidates, 2017-2018[4]

Competition for promotable staff is a major concern for all practitioners.
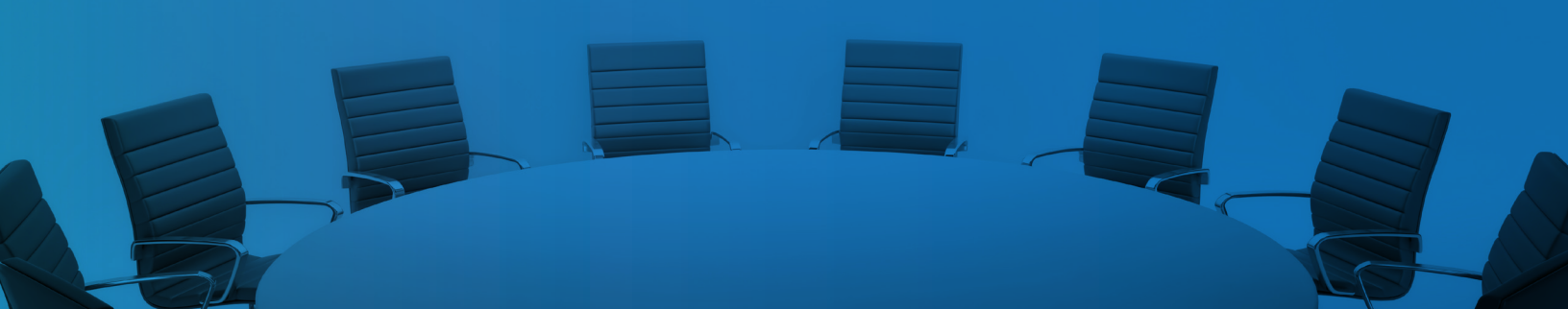
28.8%
Percentage of firms in the 2019 Accounting Firm Operations and Technology Survey citing "recruiting and retention" as one of their top three concerns[5]

Practitioners must do more with less and manage their practices better to survive in this dynamic environment.

27.4%
Percentage of firms citing technology, workflow, and process improvement as an effective way to control costs.[6]

The most trusted partner for workflow management according to practitioners? XCM

XCM®

"Not only was XCM the most popular workflow tool, with 30.1% of respondents, the next closest product, had a paltry 4.6% share of all respondents. XCM had 42.2% of firms with 11-50 staff, 61.5% of firms with 51-100 staff, and 50.0% of firms with 101 or more staff."[7]

[1] Source: AICPA 2017 Trends Report
[2] Source: AICPA 2017 Trends Report
[3] Source: AICPA 2017 Trends Report and data from AICPA Examination Division
[4] Source: Data from AICPA Examination Division
[5] Source: 2019 Accounting Firm Operations and Technology Survey
[6] Source: 2019 Accounting Firm Operations and Technology Survey
[7] Source: 2019 Accounting Firm Operations and Technology Survey

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XCM offers a complete productivity enablement and workflow platform that empowers you to manage all types of work, within all departments, and across multiple offices. **Request a demo today!**

Download our white paper, **Creating the Accounting Workplace of the Future**, to learn more about the range of strategies firms are deploying to continue to grow and thrive in the midst of the talent drought.

CPA.com/Workflow | 781.356.5152 or
marketing@xcmsolutions.com