



# OSI BUSINESS SERVICES

OUTSOURCED ACCOUNTING AND BOOKKEEPING

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## OSI Business Services, LLC – Pompton Plains, NJ

OutSource It Business Services was formed in 2004 by two partners, Dennis Najjar, CPA and William Gerber providing full-charge bookkeeping and accounting services for the small to medium business market. Mr. Najjar had previously owned his own CPA firm dedicated to this same market. In his attempt to provide outstanding consultation and tax service, Dennis found that the bookkeeping performed at the client level was sub-par forcing him to spend too much time correcting work that had already been paid for. Enter Bill Gerber who, together with Dennis, found that they can use technology to provide a much higher level of qualified bookkeeping service. This technology allows OSI to hire U.S. based employees anywhere in the country thereby allowing them to recruit the "cream of the crop" of bookkeepers available. OSI is proud to announce that they have grown to 18 employees with clients throughout the US. The level of bookkeeping service is superior than a person "off the street" can bring because OSI provides each client with a certified bookkeeper or QuickBooks Pro Advisor that is supervised by a Controller verifying quality.

Dennis and Bill have used a multi pronged approach in marketing their service which, includes multiple Chamber's of Commerce, website generated leads, trade shows, strategic partnerships with business consulting firms and in 2005, hired their first sales manager in the Northeast. In addition, those businesses expressing interest receive a free, detailed analysis of their accounting database. These efforts have resulted in a fast but controlled growth of 412% in gross sales.

Dennis and Bill have become an employer of choice by creating an atmosphere unlike any other. Bookkeepers are hired as full-time employees working out of a home office. Employees state they enjoy the commitment to quality service. This commitment enables them to excel in their positions and "show off" their skills. They also state that working in a virtual office eliminates unnecessary distractions. The attitude and culture created from

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### OSI Business Services, LLC

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the top down is an open door policy for feedback and encouragement to provide ideas for company growth.

OSI firmly believes giving back to those who are not as fortunate as most. OSI has become a major contributor to the Alternating Hemiplegia of Childhood Foundation by donating a portion of all client fees to help with research of this rare disorder.

OSI's goal is to remove business owners from the hassle of dealing with the never-ending flow of bookkeeping details by providing a cost effective alternative to maintaining an in-house bookkeeper. They are QuickBooks Pro Bookkeeping experts. OSI can assist clients with any and all bookkeeping functions contained in the Quickbooks software. Clients still maintain control over their cash transactions and are ensured access to company reports 24x7 through a secured internet connection, via OSI's servers. Trained staff process work under the direction of CPAs. This allows OSI to provide the highest quality of service through the depth and breadth of knowledge you would expect from a professional outsourcing firm.

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