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## Company Description

In the 1980s, when personal computers were beginning to take the business world by storm, Debra Mazzullo, CPA, saw a tremendous need for the “missing link” between computers and accounting systems. To fill that gap, she used her extensive knowledge of accounting and PC software to form Mazzullo, Inc.

Founded in 1987, Mazzullo, Inc. has always been more than a provider of business software solutions; it is the advocate for its clients throughout the process of determining which software is right for them. Taking a unique, consultative approach to its engagements with clients, Mazzullo, Inc. first spends significant time with prospects up front, learning about their business, issues, and expectations before moving forward.

Once Mazzullo, Inc. fully understands a client's business issues, it offers installation and data conversion; setup or optimization of internal accounting processes and procedures; staff training; integration with other corporate information systems; customization of reports, forms and features; and any necessary modifications, whenever they are required.

“We always focus on what's best for our clients and try to anticipate any needs that might arrive beyond what's obvious,” says Mazzullo.

An authorized Partner of Sage business software, Mazzullo, Inc. serves a broad range of industries, with clients in Maryland, Washington D.C., Virginia, West Virginia, Pennsylvania, and North Carolina. The company specializes, however, in serving accounting, architecture, consulting, engineering, interior design, public relations, and law firms, as well as distribution and non-profit organizations.

“Mazzullo, Inc. is available whenever we need them, often on short notice,” says Reuben Mbinda, formerly of Family Service Foundation. “They take on our problems as if they were their own. This gives us incredible peace of mind.”

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A certified reseller of Accpac, Abak, SageCRM, Peachtree, Timeslips, and FAS, Mazzullo, Inc. has helped its clients streamline operations and achieve dramatic savings in a variety of ways.

In one incident, Mazzullo, Inc. was brought in to assist a client with implementing a new time and billing system; the client had not been able to send out bills in six months. In less than 60 days, Mazzullo, Inc. had the new system in place, resulting in more than \$1 million in invoices being sent out. In another case, Mazzullo, Inc. found that a client was outsourcing payroll and renting time clocks, and was able to save that company \$26,000 a year.

Mazzullo can sum up her company's business stance in one sentence: "We do what's right for our clients."

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## Executive Bio

### Debra Mazzullo, President

When personal computers began transforming businesses in the early 1980s, Debra Mazzullo knew she'd found her niche.

Then a CPA for Beers and Cutler, one of Washington's largest CPA firms, Mazzullo says, "I very quickly saw the benefits of computers to both our CPA firm and to all of our clients. I quickly became the in-house guru."

In her nine years at Beers and Cutler, Mazzullo honed her CPA and computer expertise to provide a higher level of accounting systems support to Washington's fast-paced business community. In 1987, Mazzullo made a crucial decision.

"I loved the business software systems work and wanted to focus on it exclusively over tax and audit," she explains. "And I saw a tremendous need for the "missing link" between accounting and computers."

With an extensive knowledge of PC software, including the majority of accounting and financial packages on the market, Mazzullo established that missing link in her new company, Mazzullo, Inc. Today, Mazzullo, Inc. assists companies in the selection, acquisition, implementation, training and management of applications to run their business—helping them to achieve extraordinary results.

Mazzullo's largest project to date has been managing the implementation of a new system for a property management company. When the company contacted Mazzullo, Inc., it had been struggling for more than a year to get its system implemented; the process required getting approximately 70 properties online and training approximately 150 people. With Mazzullo at the helm, all of the projects were running on the new system and all employees trained within 60 days.

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“It was a great success and very rewarding,” says Mazzullo. “But size really doesn’t matter. All of our work is important to us, whether it is implementing an entirely new system for a large company or simply helping a client resolve an issue they can’t figure out.”

A member of the American Institute of Certified Public Accountants (AICPA), Mazzullo is also a Sage software Authorized Partner. She has trained hundreds of individuals on business applications and is passionate about helping them achieve success.

## Media Contact Information

Contact Person:	David Manzer
PR Firm:	The Sage Closer
Phone:	(512) 255-7243
Email:	dmanzer@thesagecloser.com

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## **Mazzullo Inc. Signs Reseller Deal with Time and Billing Software Developer**

*Sage Business Partner's agreement based on successful deployment of  
Abak's time and billing software*

Columbia, MD – August 27, 2009 – Mazzullo Inc., a Sage Accpac ERP authorized business partner based in Maryland, recently signed a deal to become a certified reseller of time and billing software from Abak, a software developer based in Quebec, Canada.

Time and billing software from Abak maximizes the billable hours of professional service companies like CPA firms, engineers, architects, public relations and other business consultants. Advanced integration to popular accounting software like Sage Accpac ERP and QuickBooks has allowed Abak to become a global leader of time and billing software solutions.

"We were particularly impressed with the Abak time and billing solution once we saw how much time it saved a customer of ours in Washington D.C.," says Debra Mazzullo, president of Mazzullo Inc. "Abak replaced a highly customized solution that was painful to maintain and grow as technology changed over time. It provided the exact time and billing functionality our customer needed with seamless integration to Sage Accpac, which is our customer's accounting software on the back-end," Mazzullo adds.

Mazzullo decided to make Abak a cornerstone of her company's new vertical time and billing software solution targeting CPA firms in the Maryland area. "Because many CPA firms rely on accounting software from Sage and QuickBooks, Abak made perfect sense as an alliance partner," observes Mazzullo. "Billable time is the life-blood of CPA firms. My past experience as a practicing CPA taught me that much. In fact, there's no more important administrative task in a CPA firm than capturing every possible billable hour," she adds.

Mazzullo plans to unveil a new marketing strategy announcing the Abak time and billing solution in September. A series of breakfast seminars at locations in Columbia and surrounding Maryland communities will be announced in the local newspapers and business journals. A new web page is also being designed for the Mazzullo Inc. website. "Because Abak's so easy to use and has helped with our own internal time and billing challenges, we're thrilled to offer the solution to CPA firms that depend, like us, on hourly billable time," says Mazzullo.

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## **About Mazzullo Inc.**

Mazzullo Inc. is an authorized Sage business partner specializing in accounting and operational software products like Sage Accpac ERP and SageCRM, Sage's award-winning customer relationship management software. Based in Columbia, Mazzullo serves customers in Maryland, Washington D.C. and Virginia with solutions for industries in professional services, healthcare, distribution, light manufacturing, non-profits and financial institutions. Learn more at [www.mazzullo.com](http://www.mazzullo.com) or by calling (301) 596-9945.

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