

## Checklist —

Does Your Accountant *Get* MSPs?  
Questions to Find Out.

# Does Your Accountant Understand MSPs?

Before signing an engagement letter, make sure your accountant checks these boxes for MSP compliance, clarity, and scalability.

## MSP Experience

- ☐ They've worked with MSPs before (not just another SMB) or they're willing to learn.
- ☐ They understand PSA systems like ConnectWise, Autotask, or HaloPSA.
- ☐ They know the difference between technical vs. professional services revenue.
- ☐ They can speak confidently about recurring contracts and service margins.

## Revenue Clarity

- ☐ They separate recurring, project, and product revenue on the P&L.
- ☐ They track gross margin by service line (not just total revenue vs. expenses).
- ☐ They flag underperforming revenue streams before they drag down profits.
- ☐ They understand how to handle deferred revenue for contracts and prepayments.

## COGS Understanding

- ☐ They prepare cash flow forecasts (not just historical reports).
- ☐ They help you see your real client-level profitability after tool/vendor costs.
- ☐ They identify where margins are shrinking due to rising vendor expenses.

## Cash Flow Skills

- ☐ They align receivables timing with payables to avoid shortfalls.
- ☐ They warn you about cash crunches before payroll or vendor bills hit.
- ☐ They prepare cash flow forecasts (not just historical reports).

## Communication

- ☐ They explain numbers in plain English, not just accountant jargon.
- ☐ They proactively flag risks and opportunities in your financials.
- ☐ They meet regularly to review, not just send over a PDF report.
- ☐ They can give you actionable insights, not just raw data.