



SCALING SUCCESS: THE STORY OF AN ACCOUNTING FIRM'S GROWTH JOURNEY

Kabat, Schertzer, De La Torre, Taraboulos & Co. (KSDT & Co., CPA) is a dynamic and comprehensive accounting firm that provides a wide array of professional services, including advisory, tax, accounting and assurance. KSDT CPA strives to empower its clients to achieve their personal, financial and growth aspirations. They're ranked a Top 200 Inside Public Accounting firm and ranked among 2025's Best Places to Work and USA Today® America's most recommended accounting firms.

Quick facts

Company:

KSDT & Co., CPA

Headquarters:

Miami, FL

Industry:

Financial Services

Employees: 250+

ADP Products/Programs:

ADP TotalSource®,
Accountant Revenue
Share program



Jeffrey Taraboulos

Managing Partner



Always Designing
for People®

Business challenges

- Scaling the growing firm wasn't sustainable without HR infrastructure
- Unaffordable benefits options constrained what they could offer employees
- Technology limitations made handling employee information cumbersome

Partnering with ADP TotalSource® 15+ years ago was a decision that helped set Jeff and his partners at KSDT on the track for growth and major scalability. Now, not only do they run their payroll, HR, employment-related tax and compliance functions on ADP's one integrated platform, but they also refer their own clients to ADP including ADP TotalSource as part of ADP's Revenue Share Incentive program.

Getting started on ADP

When the firm first started to grow 15 years ago, Jeff and his partners came to ADP TotalSource with one major need: Assistance with affordable benefits. They wanted to offer their employees an affordable but enhanced benefits package without breaking the bank. Their needs have evolved since then, and now they rely on ADP for the technology as well as the HR employment-related compliance support. "The technology we have through ADP's full-service HR and the guidance we can get for HR issues and compliance questions is something I don't think we could ever go without now," says Jeff.

Scalable technology

The technology they have through ADP TotalSource has been a great enabler of growth and easier HR management. Instead of pulling data through multiple systems, KSDT manages almost every aspect of their HR needs within the ADP TotalSource platform. This helps them when they are looking at expanding their business footprint, including through acquisitions. They work with their dedicated sales team to bring new employees onto ADP so they can continue managing things in one place. This makes scaling possible and manageable.

Jeff says ADP TotalSource's technology has also enhanced their employee experience. "The technology we have with ADP gives our employees access to their pay stubs, W2s and direct deposit information online," says Jeff. "This is the kind of thing we couldn't offer our employees when we were doing payroll ourselves."

“The more ADP technology we add, the more time we’re able to spend with our clients. I foresee us working with ADP as we continue growing even more over the next couple of years and in the future.”

—Jeffrey Taraboulos
Managing Partner

HR and employment-related compliance support

It’s more important than ever that Jeff and his partners have confidence in their employment-related compliance and HR decisions, so having the support and expertise of their HR Business Partner (HRBP) gives them support for difficult decisions and legislative updates. “My HR people can call our ADP support person and get advice any time,” says Jeff.

The nice part about the built-in support is that the HR team doesn’t have to explain company background each time they call because they’ve been working with the same HRBP for the last seven years. This personalized partnership inspires confidence and promotes efficiency. “If it wasn’t for our HR support team, I think I’d be spending a lot more money on an employment lawyer,” says Jeff.

Referring clients with the referral program

Not only does KSDT use ADP TotalSource, but they also refer clients. “When our clients are looking to scale their businesses, TotalSource is the perfect solution. I truly believe in the product.”

Referring clients promotes ease of doing business for KSDT, because when their clients use ADP, they can access their information through ADP’s complimentary Accountant Connect™ platform. It streamlines access to clients’ payroll information, while providing tailored analysis tools and advisory opportunities that enhance a firm’s service offerings. A key aspect of the partnership includes a revenue share program that compensates accountants for their valuable insights and recommendations, especially when clients transition to ADP TotalSource.

Looking to the future with confidence

The ROI of partnering with ADP TotalSource is not just financial for KSDT. “Using TotalSource’s full-service HR allows us to focus on our core business. It’s one of those indirect, non-measurable benefits of working with ADP — we never have to think about payroll, and we can just focus on our people.” Jeff plans to continue relying on ADP TotalSource as they expand their business. “The more ADP technology we add, the more time we’re able to spend with our clients. I foresee us working with ADP as we continue growing even more over the next couple of years and in the future.”

To learn about ADP’s full-service HR solutions and the Accountant Revenue Share program, contact your dedicated ADP Associate.

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