

## Client Reaction

- Ensure you have a subcontracting / outsourcing clause in your engagement letter
- Working with a UK Registered company makes it easier when dealing with clients
- Ultimately the client trusts YOU and Your Staff to deliver a Quality Product

## Staff Issues (1)

- Outsourcing does not mean job losses
- We believe staff workloads will grow, but on the quality end with them undertaking the value-added jobs

## Staff Issues (2)

- Increase the breadth of services you can offer your clients
- Improves job security as more work flows due to your ability to offer more services and skills increase

## Clients expect fees to drop

- This is not the case in our experience
- Clients who experience good service rarely complain about fees
- You can have a two-tier service – the local price or the outsourced price enabling you to win work that you were unable to offer/serve before – one of our clients runs two distinct brands

## We will lose our clients

- Clients are lost due to factors other than price or the issue of outsourcing alone
- Where clients object, assure them that their work won't be outsourced and serve them locally

## Advance Track Staff

- All work is overseen by Qualified Chartered Accountants
- All staff are at least graduates before they join our processing teams and are encouraged to pursue accounting exams
- We attract well-qualified staff as we are seen as good employers and training is delivered by UK Chartered Accountants

## Will Outsourcing Work?

- You need to be committed to make it work
- If you employed a new member of your team would you hand them a box of records and let them get on with it?
- Treat our staff like you would treat your own
- We have over 5 years experience in delivering outsourced accounting services to UK client firms

## Our Experience

- Run by UK Chartered Accountants and Chartered Tax Advisers with Big 4 managerial experience
- We prepare sole trader, partnership & limited company accounts
- We prepare personal tax returns
- We prepare CT returns
- We offer a full back-office function from book-keeping through to Sales and Purchase Ledger management

## Advance Track Communication

- Our Advance Track system keeps you up-to-date 24/7 on your work status
- Our UK senior team are also readily accessible

## Non-Co-operation

- Due to the fear of job losses, some staff and Partners will do all they can to ensure that Outsourcing does not succeed – we've seen it happen
- Ensure you get everyone to buy-in to the process beforehand

## Lack of ambition

- Some firms don't wish to grow
- If that is the case, Outsourcing will never help such firms as work is simply re-scheduled to a later date
- Outsourcing should be seen as a strategic part of your business to make it work.

## Software

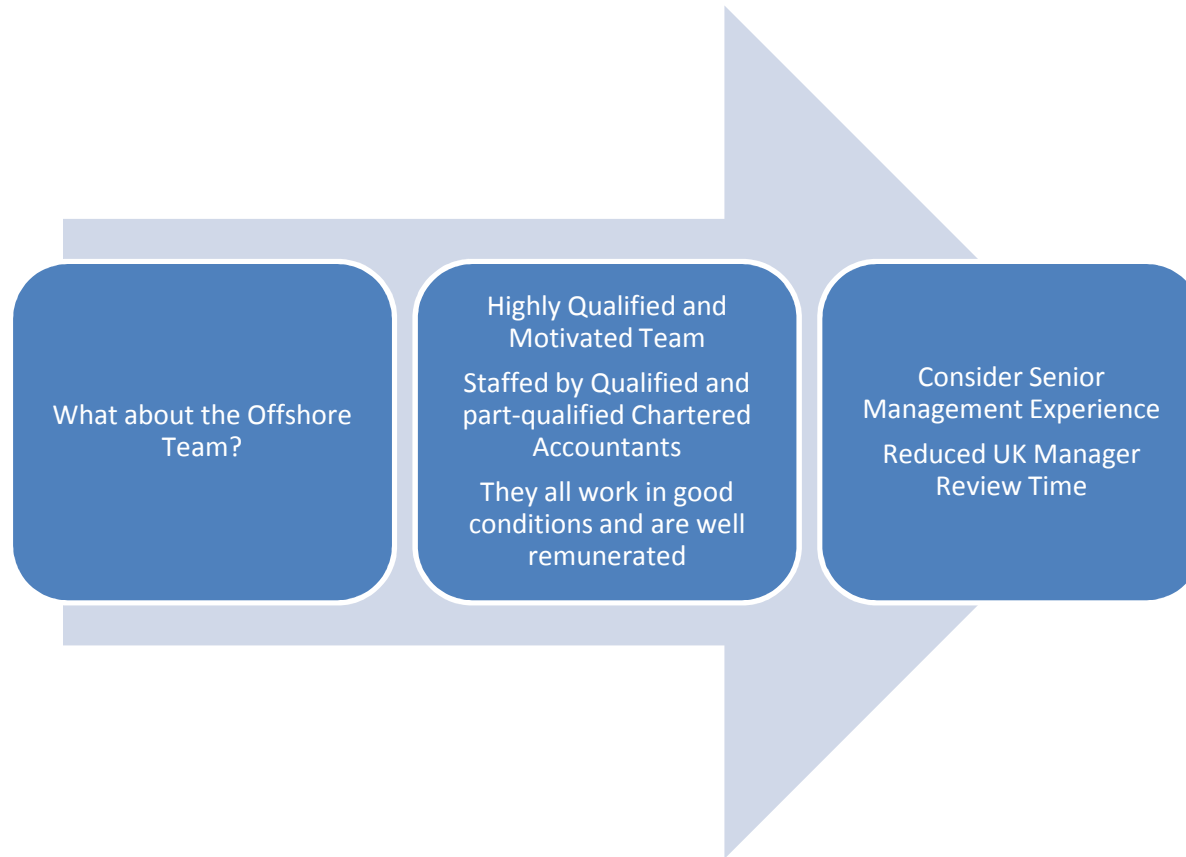
- We own licences for most software products. If it is a new product for us, we will discuss volumes and agree how to move forward.

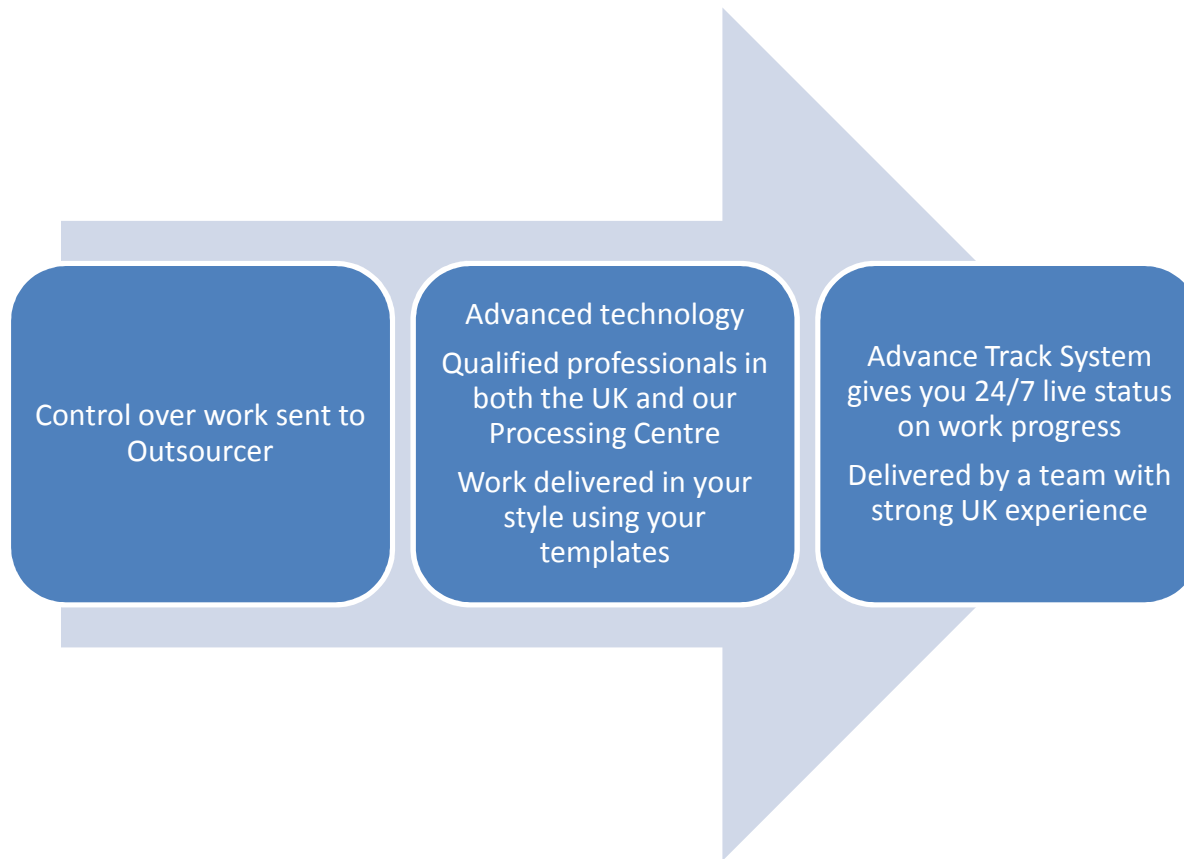
## Why Outsource?

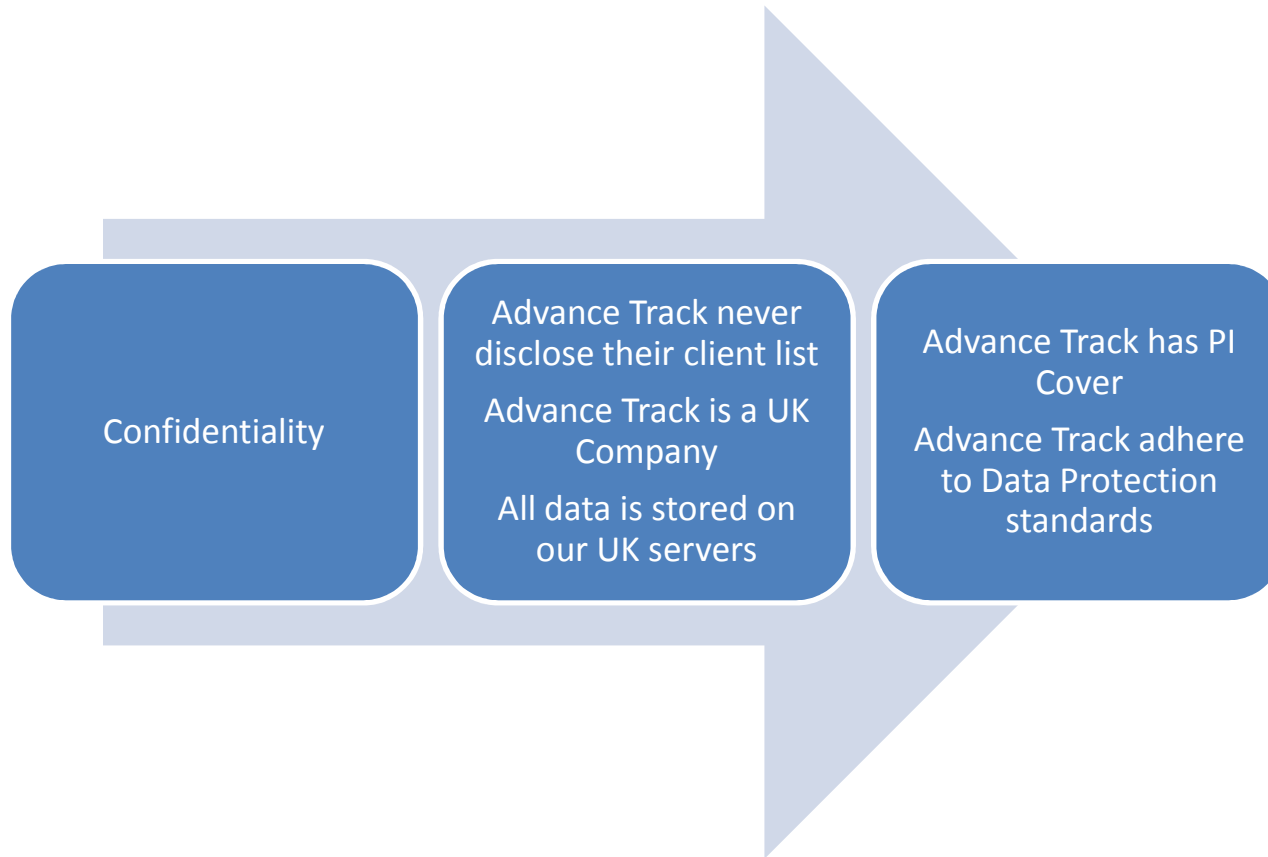
- Reduce overtime
- Improve the timeliness of your service delivery to clients
- Improve staff morale and retention through exposure to higher profit challenging work
- Improve client service levels
- Increase profit and ultimately salaries of staff also
- Move up the value chain and deliver additional consulting work to clients
- Grow profitably
- Deliver growth without the capital expense of additional office space/equipment etc

## What we can expect from you

- Full & Clear Instructions
- Our AdvanceTrack systems allow you to tailor work to your requirements
- Be prepared to invest yours and your staff's time at the outset to ensure that it works for you
- Think of our staff as human beings as if they were your own staff
- Unless you provide good and full instructions, it is difficult to produce good results







Confidentiality

Advance Track never disclose their client list  
Advance Track is a UK Company  
All data is stored on our UK servers

Advance Track has PI Cover  
Advance Track adhere to Data Protection standards

