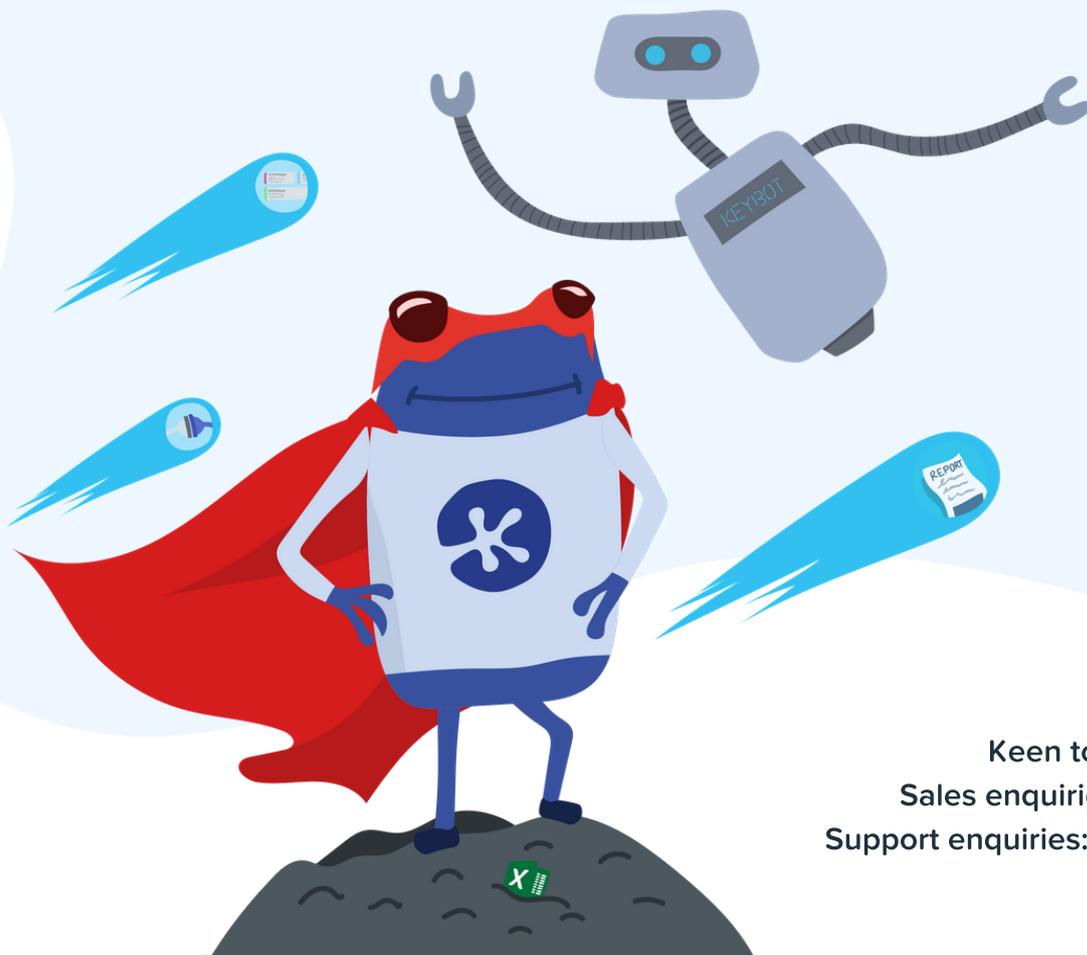
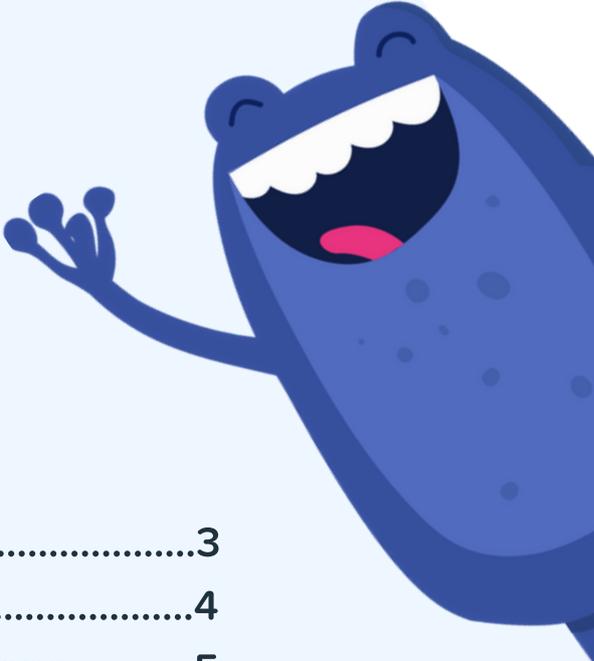




# Leveraging the cloud to scale your payroll service



Keen to know more? [keypay.co.uk](https://keypay.co.uk)  
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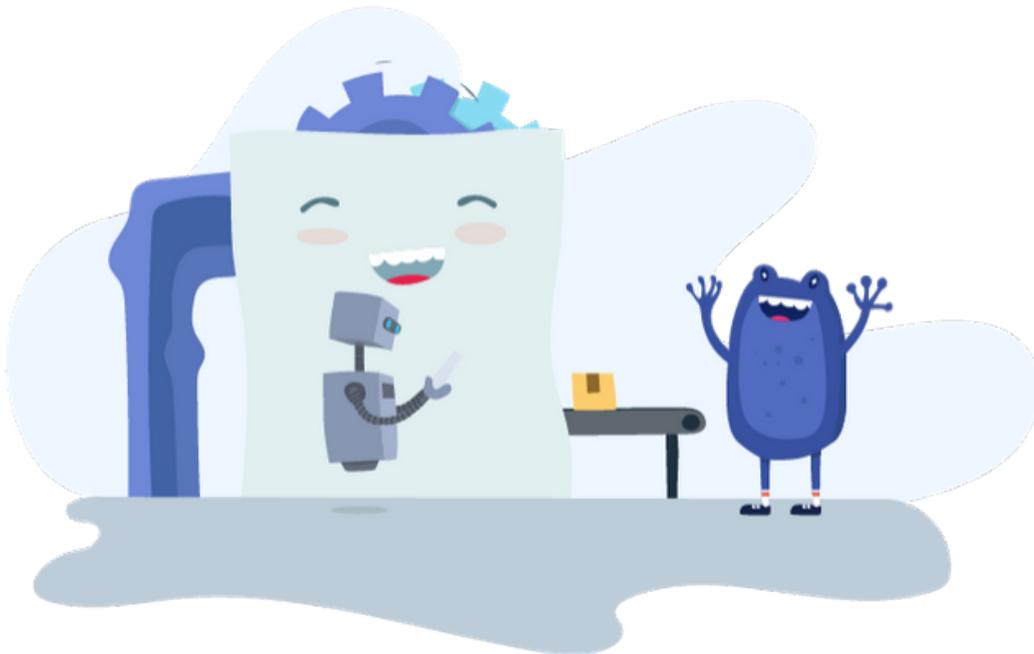


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## Add value with your payroll software

Technology has played a pivotal role in the accounting industry, and when sourced and used smartly, can make life a whole lot easier for accounting professionals. Providing payroll services as an accounting firm can give that extra value to clients, which can be maximised when choosing the right technology. Accounting professionals should be looking out for value-adds that go above and beyond payroll to take their service to the next level.



## Stats and facts

### Did you know?



99.9% of the 5.7 million businesses in the UK are small or medium-size businesses (SMEs). The lifeblood of the UK economy, SMEs are the earliest adopters of cloud technology. Are you providing the technology and service your clients expect?



The average screen time for mobile phone users in the UK is 3.38 hours a day. Why not embrace the smartphone and allow employees access to payroll data via their mobiles?



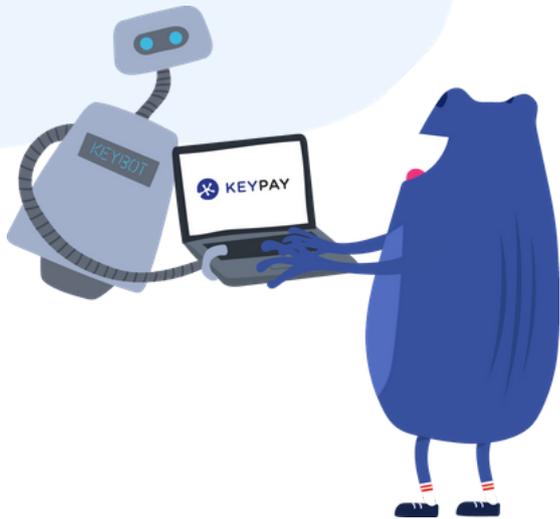
According to our recent UK payroll survey, 25% of payroll professionals spend 20 minutes per client on pension scheme auto-enrolment tasks each pay run. Automating these tasks could free up time to focus on business growth and eliminate payroll errors.



Only 25% of payroll software in the UK is 'hosted in the cloud' with no specification on whether the software is fully cloud-based - according to the [2019 CIPP Future of Payroll Report](#). This means at least 75% of payroll professionals could be improving efficiency and accuracy, and removing manual data input by converting to the cloud.



13% of payroll professionals never have time to take a lunch break. A further 31% will miss lunch breaks each week due to workload. Do you have the right tools in place to manage your workload and eliminate unnecessary admin tasks?



## Streamline your firm's technology operations

Businesses that embrace new technology are more inclined to retain their existing customer base, as well as create the time savings to grow. Rapid advancements in payroll technology have opened up a great opportunity for firms to review their existing platform, and identify where there is potential to reduce costs, improve efficiencies and streamline their operations.

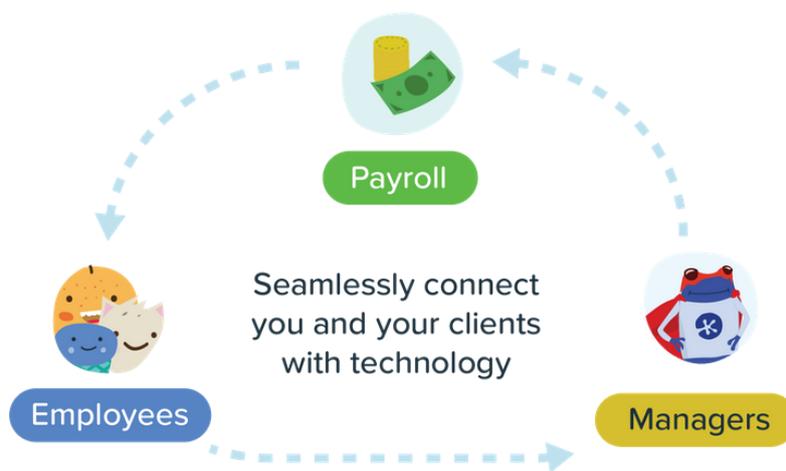
Seeking an all-encompassing payroll solution that improves the employee's working life, and white labeling this service with their own branding can give accounting firms the opportunity to grow their business, increase revenue and even shift towards a value-based pricing model. By doing so, accounting professionals have the opportunity to provide value to their clients far beyond just payroll alone.



Are you providing value with your payroll software?

## Convert to the cloud

It's likely that your accounting platform is in the cloud - so why isn't your payroll? It may seem daunting to change your payroll system, but the time it takes to do so will be merely a fraction of the time that could be saved by working in the cloud. Ditch the desktop and maximise your payroll processes:



- **Cloud storage:** No more maintaining data backups.
- **On the go:** Process payrolls any time, from anywhere.
- **All-in-one:** Find a comprehensive cloud system that manages payroll processes end-to-end in one platform - from onboarding employees, to rota, timesheets, and the pay run; with no interruptions.
- **Time and cost savings:** Eliminate hours of data input and duplication between systems. Reduce several platform subscriptions to just one, therefore reducing costs.
- **API:** Integrate seamlessly with accounting software and automate journal entries.
- **Employee self service:** Reduce admin time spent managing employee data - empower employees to do the work themselves.

By streamlining the delivery of data required for payroll into one cloud system, firms can connect easily with employers, managers and employees from any device. This creates a seamless process for their clients and eliminates the need to ever chase up things like timesheet data or employee information.



## Embrace the employee experience

Cloud technology opens the door to an array of opportunities for accountants, employers and employees alike. Businesses are focusing more and more on the employee experience as a key business driver. There is opportunity for accounting firms to get ahead of the game and maximise their services.

Providing clients with a system that allows employee self service in a cloud employee portal provides plenty of opportunities for value-adds:



### Mobile first

We spend 25% of our day on our mobile phones, so it makes sense to use them in the workplace. With a mobile platform, access to information is much easier, driving engagement and productivity for employees, and eliminating data loss risks. A rise in employee productivity can drive sales and revenue, adding value for your clients.



### Built in trust

Allow clients access to the platform, improving their visibility of employee data and business processes, and eliminating any back and forth approvals.



### White label service

By adding your brand to an employee portal, brand recognition can be instantly enhanced. This opens the door to recommendations by employees for either the payroll platform itself, or for other services the firm may have to offer. Say a firm has 100 clients, and each client has several employees - that brand exposure and revenue can quickly be multiplied.



### Extra tools to support value pricing

By increasing brand loyalty and providing extra tools to employers and employees alongside payroll, this is when accountants can think about charging their services based on the value they bring rather than using a standard fixed fee model.

## Automate your day-to-day

It's easy to get bogged down with manual calculations and processes, but not so easy to make changes and shift from the status-quo.

Advances in technology are allowing accounting firms to automate traditionally manual processes, streamlining operations to free up time and focus on value-adds. Payroll automation has shown improvements in efficiencies in these key areas:

- **Automated pension calculations and auto-enrolment assessment:** Eliminating time spent on manual tasks and reducing payroll errors.
- **Automated onboarding:** Up to 95% reduction in time spent per employee compared to manual or paper onboarding.
- **Automated data flow:** Firms can cut the time spent on payroll by 50+% by using a payroll software that encompasses timesheets / clocking in and out, expenses, leave management and employee self service in one automated system.

As a forward thinking firm, it's vital to source the appropriate payroll technology to automate these processes. Doing so will free up time to increase value for existing clients, and work on business strategy and growth.

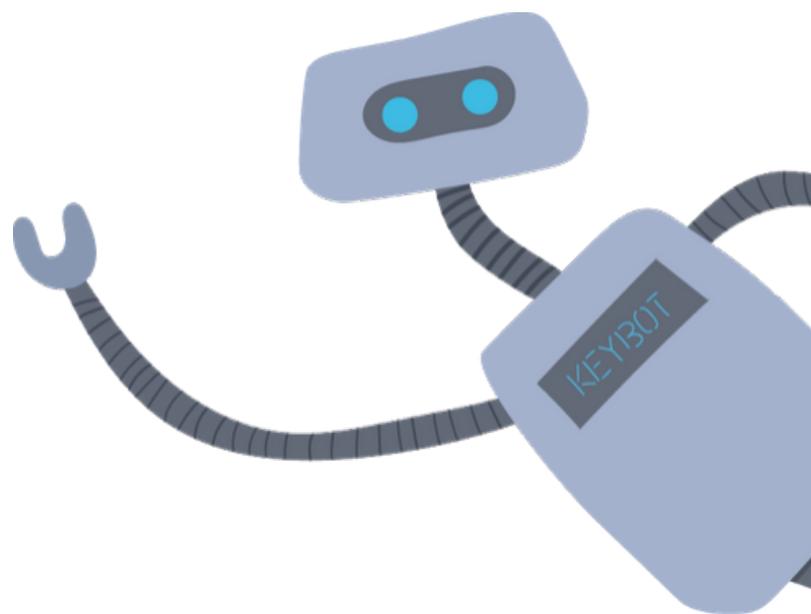
\* KeyPay's automated pay runs can reduce time spent on director payrolls from up to 15 minutes per client per pay run, to 0 minutes.



## About KeyPay

KeyPay is a cloud-based workforce management and payroll platform designed specifically for outsourced payroll providers. Servicing over 158k businesses in the UK, Australia and New Zealand, KeyPay is a fully automated payroll solution, offering unparalleled time-saving benefits for payroll bureaux. With employee self service, rota management, time and attendance and comprehensive mobile apps, payroll administrators can automate traditionally manual tasks and allow employees to manage their own payroll data. KeyPay automates tax codes changes and effective dates, processes pensions in real time and removes the need for separate systems and manual data interpretation.

KeyPay offers a white label service and bespoke pricing for payroll bureau and accounting businesses. With KeyPay, payroll bureaux can enhance brand exposure and provide full visibility of bureau/client pay run status in an easily accessible payroll portal.





## Change the way you work and pay with KeyPay

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