

# Inside<sup>+</sup> **OUTSOURCING**<sup>®</sup>





The newsletter for forward-thinking professionals

## It pays to payroll

How outsourcing can take your payroll services to new levels

[www.advancetrack.com](http://www.advancetrack.com)

## Practice Compliance Outsourcing

Final accounts production  Personal tax returns  Corporation tax returns  Management accounts  
HMRC-recognised iXBRL tagging services  Payroll  Cloud bookkeeping  Dedicated offshoring

# How the cloud can elevate your payroll services

Payroll as a service is easy to get into but difficult to master. Using the cloud, and outsourcing, can create a smooth and efficient set of processes.



AS WE KNOW, payroll is a key part of running any business, but managing it on behalf of multiple clients too can be a time-consuming and detail-heavy task for accounting firms. As important as payroll is, it often takes up valuable time that could be spent on other areas, such as advising clients or growing your firm. This is where cloud payroll services come in – an easier, more efficient way to handle payroll for your clients without all the usual hassles.

Cloud payroll allows firms to manage payroll securely online, offering flexibility and real-time access. Better yet, you can consider [outsourcing](#) payroll services, where the day-to-day tasks are handled by specialists, while you still provide first-class support to your clients in other areas. By outsourcing, your firm can



focus on high-value services and improving client relationships without spending valuable time on payroll administration.

#### WHAT ARE CLOUD PAYROLL SERVICES?

In simple terms, cloud payroll services are payroll systems managed online, rather than using traditional software or manual methods. They automate things such as wage calculations, tax deductions and payslips – all through the cloud, which means everything is done online, accessible from anywhere.

For accounting firms considering outsourcing this service, cloud payroll means no more

“Cloud payroll means no more clunky spreadsheets or outdated software. It can be run from anywhere, and clients can access real-time data easily”

clunky spreadsheets or outdated software to manage client payrolls. Cloud payroll can be run from anywhere, and clients can access real-time data easily. Plus, it syncs effortlessly with

cloud-based accounting tools you and your clients are probably already using, like Xero or QuickBooks. This keeps everything in one place, making it easier to manage payroll for clients alongside other services you offer.

Want to know more? Check out our guide on [what is cloud accounting?](#)

#### WHAT ARE THE KEY BENEFITS OF OFFERING CLOUD PAYROLL SERVICES?

Enhancing your firm’s offerings by switching to cloud payroll services rather than your usual methods, you can simplify payroll management for both you and your clients.

## Add Your Voice to The 2025 'Accounting Talent Index' Survey



**A groundbreaking research piece into the global accountant shortage.**

Your insights and thoughtful responses will play a pivotal role in shedding a brighter light on this increasingly pressing issue and will contribute significantly to the collective understanding of its far-reaching consequences, and hopefully point the way to some constructive solutions to the problem.

[Complete Survey](#)





Here are some of the major benefits:

- **Increased efficiency:** Cloud payroll systems automate a lot of the repetitive tasks that come with managing payroll, like calculating wages and taxes or keeping track of employee records. This not only cuts down on human error but also saves you and your team a lot of time.

- **Scalability and flexibility:** As your clients grow, so does their payroll. Cloud payroll services easily scale up with them, allowing you to manage bigger client bases without needing extra staff or more complex systems.

- **Access from anywhere:** You and your clients can access payroll data from any device, anywhere in the world. This is especially useful for businesses with remote teams or multiple locations, ensuring everyone is on the same page at all times.

- **Real-time updates and collaboration:** Cloud payroll makes it easy for you and your clients to stay in sync. Any changes are updated in real-time, so there is no need for back-and-forth emails or delays when information changes. Both you and your clients can see the latest payroll data instantly.

Offering cloud payroll services helps accounting firms streamline their processes, freeing up more time for value-added work such as client advisory or business planning, while ensuring clients receive fast and accurate payroll management.

### WHY OUTSOURCING PAYROLL SERVICES IS THE RIGHT MOVE

If your firm is interested in offering payroll services but doesn't want the administrative burden that comes with it, consider outsourced payroll services. This option allows you to provide high-quality payroll solutions to your clients without handling every detail in-house.

- **Why outsourcing makes sense:** Outsourcing payroll allows you to focus on what you do best – like financial advice, tax planning or helping clients grow – while the day-to-day payroll tasks are handled by trusted experts. You maintain control over your client relationships while easing the operational load on your firm.

- **Less administrative hassle:** Managing payroll involves keeping up with tax regulations and performing tasks that, while essential, don't add much value to your firm's bottom line. By outsourcing these tasks, you

**advancetrack®**

## Audit Support Services

Firms looking to manage their audit resource this coming season, get in touch for quality staff on an Outsourced or Offshored basis

[Click here for more](#)

ICAEW CHARTERED ACCOUNTANTS | BSI | XERO | CERTIFIED ADVISOR

[www.advancetrack.com](http://www.advancetrack.com)



lighten your administrative load, giving you more time to focus on strategic work.

- **Service remains seamless:** At Advancetrack, our service integrates easily with the accountant's existing processes and offers their clients consistency of service, meaning you can still offer payroll under your brand, ensuring a seamless service experience for your clients without sacrificing quality.

- **Cost savings:** Running payroll in-house can be expensive, especially when it involves dedicated staff and software. Outsourced

payroll services can reduce these costs while ensuring that payroll is managed smoothly and efficiently.

### ENHANCING CLIENT RELATIONSHIPS THROUGH CLOUD PAYROLL

Offering outsourced cloud payroll services not only helps your firm run more efficiently but also strengthens your relationships with clients. The transparency and accessibility of cloud systems mean better communication and increased client satisfaction, plus your team has more time freed up to invest in those client relationships.

- **Improved communication with clients:**

With cloud payroll, your clients can access their payroll data whenever they need to. Real-time access improves communication and builds trust, as clients can see everything clearly and are always kept in the loop.

- **Delivering more value:** Offering cloud payroll services gives clients peace of mind. They can rest easy knowing that payroll is being handled with the latest technology, is compliant with all applicable regulations, and that everything is running smoothly without them having to worry about mistakes or missed deadlines.

Introducing our new  
**pod sourcing**<sup>®</sup> service  
- our tried and tested  
team-based approach.



 **advancetrack**<sup>®</sup>

[Click here for more](#)

As the accounting industry evolves, embracing technology like cloud payroll services will be key to staying competitive. Cloud-based systems help firms deliver efficient, accurate and real-time payroll services that meet clients' needs while freeing up time to focus on more strategic areas. ■



For accounting firms, outsourcing payroll can be a game-changer. If your firm is looking to grow its service offerings, [get started today.](#)



# Flying visit

Vipul Sheth takes a quick jaunt to Advancetrack's India offices; packing in weeks' worth of value and insight into a few days.

FLYING TO VISIT our India operations and spending just 68 hours on the ground means some intense work... and a lot of fun too!

It kicked off with a management meeting to clarify the direction of travel with our services, and how we present that internally and externally. Some other big things were agreed too... more for a later day.

And then to the important stuff, getting involved in the monthly prize-giving. Employee of the month and quarter awards were held.

## TEAM TRAVELS PART 3

I also had the great pleasure of announcing our latest staff trip abroad, for those that have served five years with the company (details to follow in a future article).



Most of you will know from previous articles that our long-serving team members went on a trip to Dubai in 2023 (which had been delayed because of Covid), followed by 25 of us travelling to [Singapore and Malaysia](#) last year.

I'm also sharing a picture above of our Sports Day, which was on Christmas Day – where two of our offices came together for what was a competitively spirited affair.

As I've said before, we understand that accountants can change lives with their

service, and we at Advancetrack try to change the lives of our employees too.

Our team is growing, our services are expanding and so is our reach. 'Relaxing' certainly isn't the way to describe my trips to India – 'exhilarating' and 'exciting' are more accurate. ■



Vipul Sheth is founder and managing director of Advancetrack



If you'd like to talk to us about our teams and how they work, [get in touch](#).



# Mythbusting: 'Outsourcing is a short-term fix'

Is outsourcing there to place a sticking plaster over a practice's problem?

IF YOU WERE to imagine a job candidate in front of you and telling them that they were only really needed to cover a short-term problem. And that, when that problem goes away, they won't be needed... but you may call them again in a few weeks if the problem rears its head again. You would expect that – if looking for permanent employment – they wouldn't be impressed. In fact, they'd say that they weren't interested in the role.

Emergencies and short-term resourcing issues do arise in accounting firms. And it's fair to say that we have begun several of our journeys

with firms when they were looking for short-term help.

## THE ROOT CAUSE OF AD-HOC WORK

But if we were to go back and forth with practices, helping as and when, then there would be two main issues. First, the situation would be symptomatic that the firm has a structural and/or operational problem.

Second, working with a firm in such a way is difficult: there is a lack of momentum in the work, or gaining a true understanding of that firm's processes, workflows and their nuances.

In truth, none of us like constantly 'firefighting' in our working lives, and this inconsistent way of working is sub-optimal for all involved – potentially the end clients too.

## RELATIONSHIP BUILDING

When we build relationships with practices it is because we see Advancetrack as an extension of those practices – we are there to support them in delivering consistently high-quality work that enables the practice leaders to drive their business forward.

We can be open in saying that such consistency is conducive to us building better operations and improving what we do. So, overall, we would call 'outsourcing is a short-term fix' as **a myth.** ■



If you'd like to talk to us about managing your resources and driving your practice forward, then [book a call](#).



University of Warwick Science Park, Sir Williams Lyons Road, CV4 7EZ, UK

+44 (0) 24 7601 6308

[advice@advancetrack.com](mailto:advice@advancetrack.com)

[www.advancetrack.com](http://www.advancetrack.com)

[@AdvanceTrack](#)

