

**Finding the perfect fit:
Unveiling the best payroll
solutions for your firm**

Agenda 

1. Dealing with clients bringing their payroll inhouse
2. The future of payroll technology
3. Cloud technology and how it compares to desktop
4. 10 essential payroll features
5. 2023/24 tax year updates

**Dealing with clients
bringing their payroll
inhouse**


Elephant in the room 

Focus on retaining existing clients

- > Highlight areas where staying outsourced makes better business sense
- > 6-7 times more expensive to attract a new customer than retaining one

What are their pain points?

- > Strike up conversations beyond compliance
- > Make sure they're happy with your services




Be simply the best



Is your tech stack supporting you?


- > Effective tech stack can help you hold onto clients
- > When you offer a more streamlined service, life becomes easier







The future of payroll technology


The future of payroll technology



- Invest in intelligent automation tools
- Set yourself apart from an increasingly competitive industry
- How many hours you can save with a more efficient payroll process
- Payroll and HR apps on the rise



What do your clients need?



- Clients need someone they can depend on
- Look at the opportunities payroll can offer you


Cloud technology




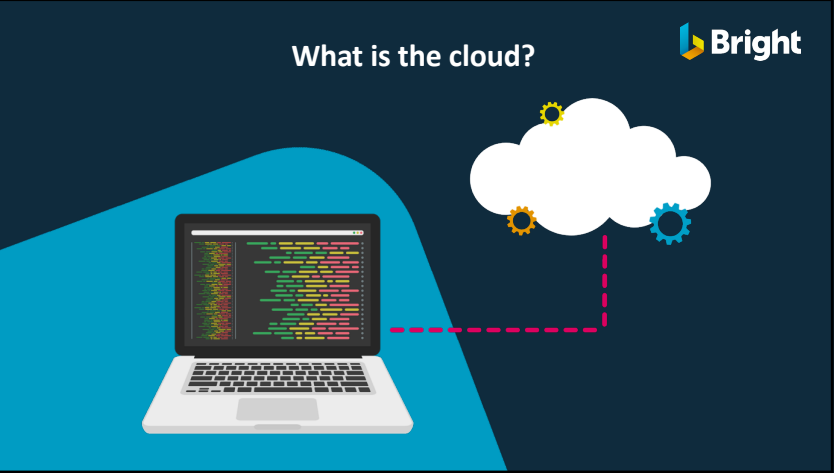
- Revolutionising the payroll industry
- Go beyond your payroll horizons – this is where the real value lies




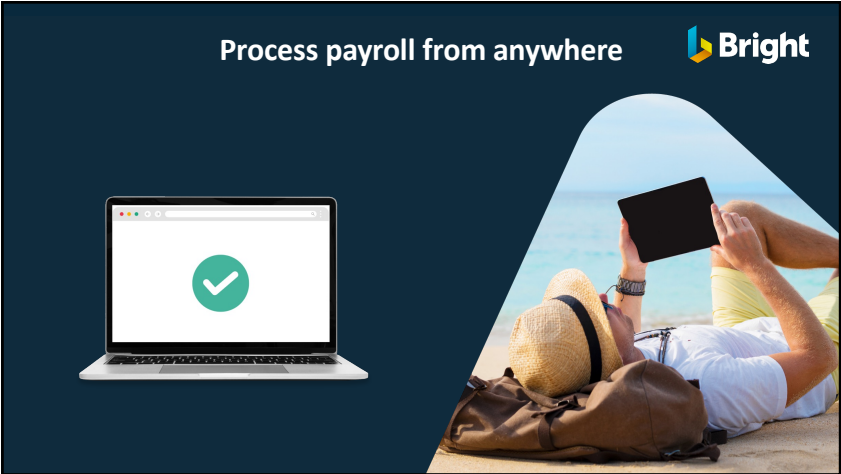
What is the cloud?





What is the cloud? 



Process payroll from anywhere 



Security 



- > 4 out of 10 UK businesses suffered a cyber-attack in 2022
- > A data breach can cost a business an average of £8,460

Bright

Backs up your data to the cloud

Automatic backups

Bright

Flexibility

- > Work simultaneously from any location with cloud software
- > Real-time changes as you work

Differences between BrightPay's desktop and cloud solutions

Bright

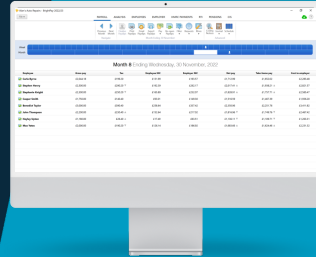
Advantages of BrightPay for Windows or Mac

- > Don't need to be connected to the internet
- > Desktop-based software may be faster and more responsive
- > You don't have to worry about downtime due to data centre power outages

Month	Year	Revenue	Profit	Expenses	Net Income
Jan	2020	10000	2000	8000	2000
Feb	2020	12000	2400	9600	2400
Mar	2020	15000	3000	12000	3000
Apr	2020	18000	3600	14400	3600
May	2020	20000	4000	16000	4000
Jun	2020	22000	4400	17600	4400
Jul	2020	25000	5000	20000	5000
Aug	2020	28000	5600	22400	5600
Sep	2020	30000	6000	24000	6000
Oct	2020	32000	6400	25600	6400
Nov	2020	35000	7000	28000	7000
Dec	2020	38000	7600	30400	7600

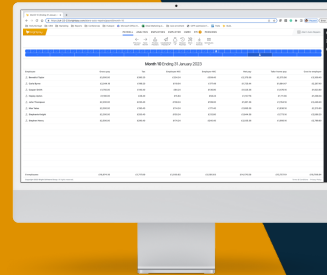
Are there any disadvantages?

- You will need to manually back up payroll data
- Doesn't offer the same flexibility when it comes to working from anywhere
- Updates are manual
- Multiple users cannot work on the same file at the same time



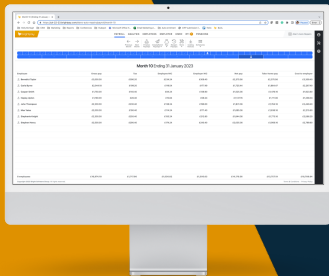
Advantages of BrightPay's cloud payroll solution

- Can be accessed from an internet browser
- No downloading or updating the latest versions
- Multiple users can work on the same file simultaneously



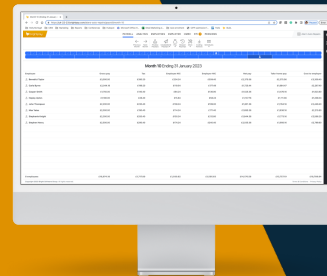
Benefits of BrightPay's cloud payroll solution

- Access from any device can improve productivity
- Files won't be corrupted, deleted or lost
- Your data will be stored on a server at a data centre, hosted by Microsoft Azure



Are there any disadvantages?

- Cloud can go through events like power outages, server reboots, delays, and downtime



The best of both worlds

Windows or Mac

Cloud

Feature comparison

BrightPay cloud payroll solution
 BrightPay for Windows or Mac

- Multi-user accessibility
- Process payroll from an internet browser
- Payroll changes in real-time
- Have multiple pay periods in the same pay frequency

Feature comparison

BrightPay cloud payroll solution
 BrightPay for Windows or Mac

- API integration with pension providers
- Custom reports and data analysis
- Integration with HMRC
- Auto enrolment functionality
- Home screen customisation


Feature comparison

BrightPay cloud payroll solution
 BrightPay Connect


- Automatic data backups to the cloud
- Automatic payslip distribution to employees


Feature comparison 





Features coming soon to BrightPay's cloud payroll solution

-  Batch payroll processing
-  Accounting software API
-  Direct payments
-  Client Payroll Entry
-  Client Payroll Approval
-  Employer calendar
-  Import data from CSV
-  Increased employee numbers

10 payroll features your firm needs





10 payroll features 

-  1. Let clients enter payroll information
-  2. Payroll reports made simple
-  3. Automatic payroll data backups
-  4. Batch process static payrolls
-  5. Direct payment platforms

10 payroll features 

-  6. API integration with accounting software
-  7. Employer portal
-  8. Streamline client communication
-  9. Easy payslip distribution
-  10. Free phone and email support

10 payroll features 



1. Let clients enter payroll information
2. Payroll reports made simple
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5. Direct payment platform

Let clients enter their own payroll information 



10 payroll features 



1. Let clients enter payroll information
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Payroll reports made simple 

 Create common payroll reports




Bright

10 payroll features



1. Let clients enter payroll information




2. Payroll reports made simple



3. Automatic payroll data backups



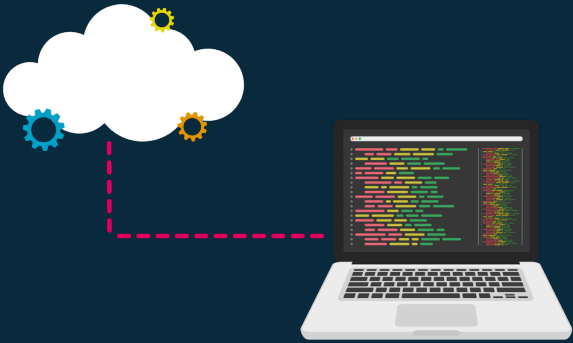
4. Batch process static payrolls



5. Direct payment platform

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Automatic payroll data backups



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10 payroll features



1. Let clients enter payroll information



2. Payroll reports made simple



3. Automatic payroll data backups



4. Batch process static payrolls

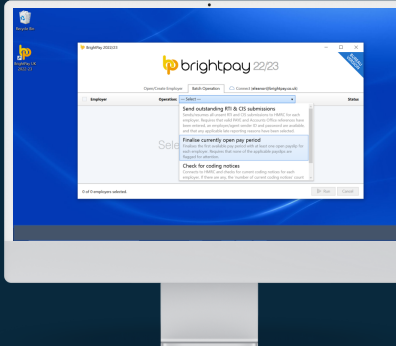


5. Direct payment platform




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Batch process static payrolls



- Batch finalise payslips
- Batch check for coding notices
- Batch send RTI and CIS submissions



10 payroll features






1. Let clients enter payroll information
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4. Batch process static payrolls
5. Direct payment platform

Direct payment platform



> Pay employees, subcontractors and HMRC in 90 seconds

10 payroll features



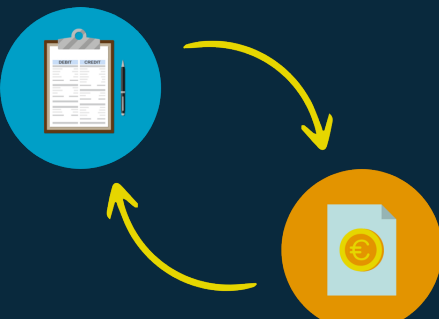


6. API integration with accounting software
7. Employer portal
8. Streamline client communication




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API integration with accounting software



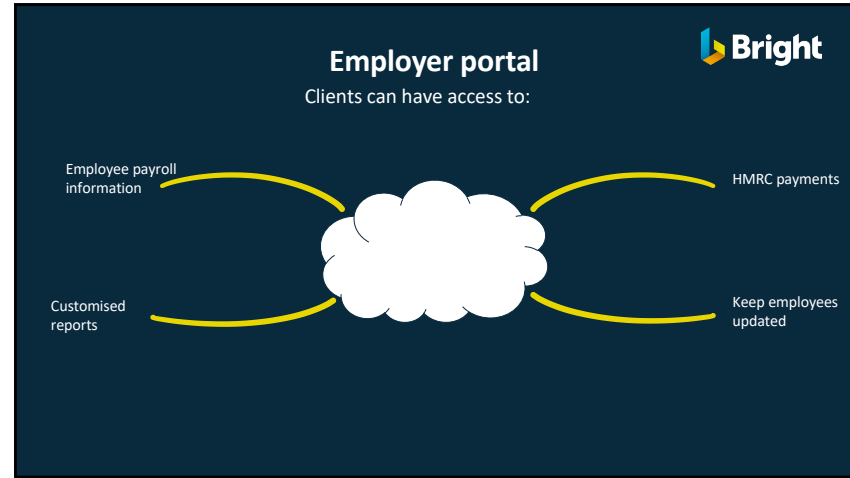
10 payroll features 



- 6. API integration with payroll journals
- 7. Employer portal
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Employer portal 

Clients can have access to:



- Employee payroll information
- HMRC payments
- Customised reports
- Keep employees updated

10 payroll features 




- 6. API integration with payroll journals
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Streamline client communication 

Dedicated employer dashboard



- Company-wide calendar
- Employee payroll information
- Document upload

10 payroll features 





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Easy payslip distribution 




10 payroll features 





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Free phone and email support 



Payroll changes to 2023/24 tax year

Changes for 2023/24 tax year

- > Tax rates for businesses with +£250,000 profits increased from 19% to 25%
- > Pension allowance increased from £40,000 to £60,000
- > Pensions savings cap abolished
- > National Living Wage now £10.42 and National Minimum Wage rates increased.



Changes for 2023/24 tax year

- > 30 hours of free childcare for every child over the age of 9 months (beginning 2024, once both parents are employed and earn <£100k)
- > Increase in Statutory Maternity Pay, Statutory Paternity Pay, Statutory Shared Parental Pay and Statutory Parental Bereavement Pay from £156.66 to £172.48 per week.
- > Statutory Sick Pay rate has increased to £109.40 per week
- > Tax-free allowance for dividend incomes reduced from £2,000 to £1,000. Will reduce to £500 come April 2024.



Home to multi-award-winning payroll, accounting, practice management, tax and HR software

