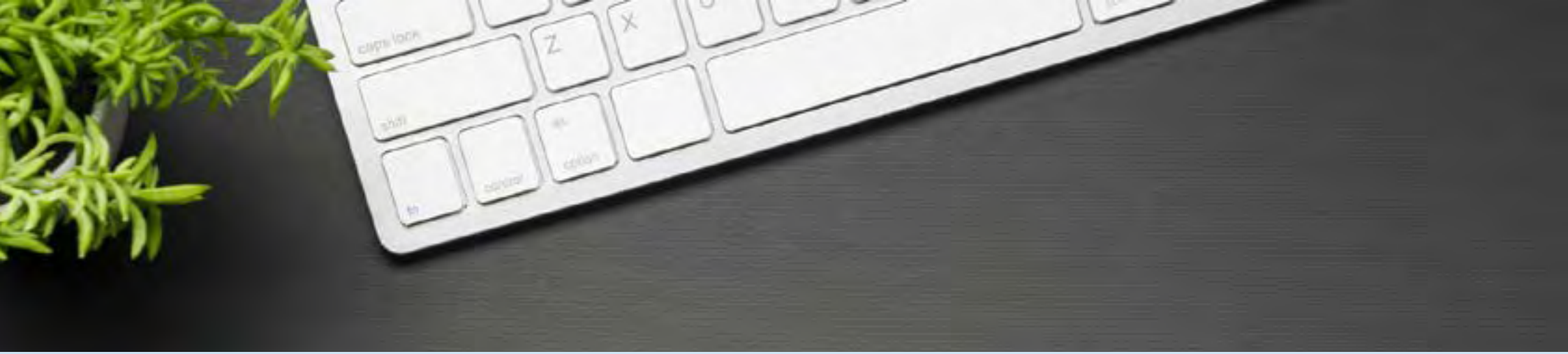
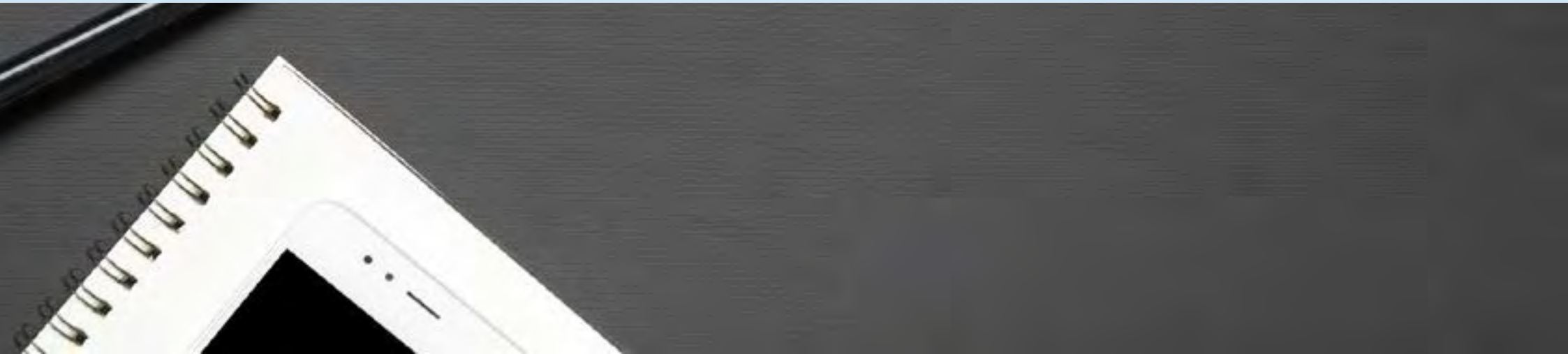


10 Quick Tips to a Successful

PAYE Modernisation Strategy

for Payroll Bureaus



Increasing prices with PAYE Modernisation

Increasing your prices is never very popular with clients but it may be necessary to recoup the additional hours required to comply with PAYE Modernisation each pay period on behalf of your clients.

In the past, employers submitted their end of year payroll returns to Revenue at the end of the tax year. Payroll bureaus and accountants typically processed the payroll on behalf of their clients just once a year. However, the introduction of **PAYE Modernisation has changed that yearly submission process to a more frequent, per pay period model.**

Increasing prices with PAYE Modernisation

PAYE Modernisation has changed the payroll process forever. Accountants and payroll bureaus now need to process their client's payroll and send the Payroll Submission Request (PSR) to Revenue each time an employee is paid at every pay period. This real time reporting means that **bureaus should look to increase the prices they charge for payroll and PAYE Modernisation services to compensate for the additional work required.**

Your client will want to know what they are getting in return for the additional fee, therefore, communication will be fundamental to your success. It is natural for clients to be cautious when they are told that the prices are increasing, however, you must be confident in outlining the additional work and expertise required to process payroll with PAYE Modernisation.

In this guide we will examine the best practices to consider which will improve profits and increase Revenue.

Communication

Best practice is to clarify the new pricing structure, specify the date at which the price increase will come into effect and explain the benefits to clients. By explaining your price increase and justifying the advantages for your client you will naturally be more successful.

Customer Newsletter

A customer newsletter is a great way to explain how your firm has adapted to the new Revenue PAYE Modernisation obligations and how has affected your payroll service offerings to clients.

Value Proposition

Be sure to convey the client value proposition of outsourcing PAYE Modernisation to you. If you take the opportunity to inform your clients about the added value, they are more likely to remember, appreciate and understand your service offering.

Charging Hourly?

Charging per hour is probably best avoided. As a payroll bureau, you are selling your payroll expertise. If you are using PAYE Modernisation and Revenue recognised payroll software tools that allow for automation, it is inevitable that you will become very efficient at payroll processing.

Switch from a Yearly Model to a Monthly Model

To comply with PAYE Modernisation, clients (or you on their behalf) must submit their payroll information to Revenue each pay cycle, as employees are being paid. It is inevitable that you would move your clients to a monthly or even a weekly payroll service offering. It will no longer be an option to submit yearly payroll returns. As you are now processing the payroll monthly or weekly this presents the perfect opportunity to increase the price of your services.

Cover Training Costs

Naturally, you will want your increased prices to at least cover any additional costs incurred as a result of PAYE Modernisation. It is important that bureaus shop around for payroll software that offers free PAYE Modernisation training. Some payroll providers are charging as much as €800 for accountants to access training or attend seminar sessions.

Both Thesaurus Payroll Manager and BrightPay are working in conjunction with Revenue to offer fully CPD accredited online webinars. What's more, you don't have to be a customer to attend. Simply register for the PAYE Modernisation training today.

Click here to register for free online training.

Automate & Streamline

Recent developments in payroll have allowed bureaus to streamline payroll processing. Technological API advancements are doing the same for PAYE Modernisation employer payroll tasks. Automated and full API integration with Revenue will optimise processing time, increase accuracy and reduce the potential risk for human error.

Customer Support: Extended Opening Hours

Check with your payroll software provider to ensure that you are not paying additional costs for customer support. Over the busy PAYE Modernisation period, your payroll software provider should offer extended hours to deal with your customer issues.

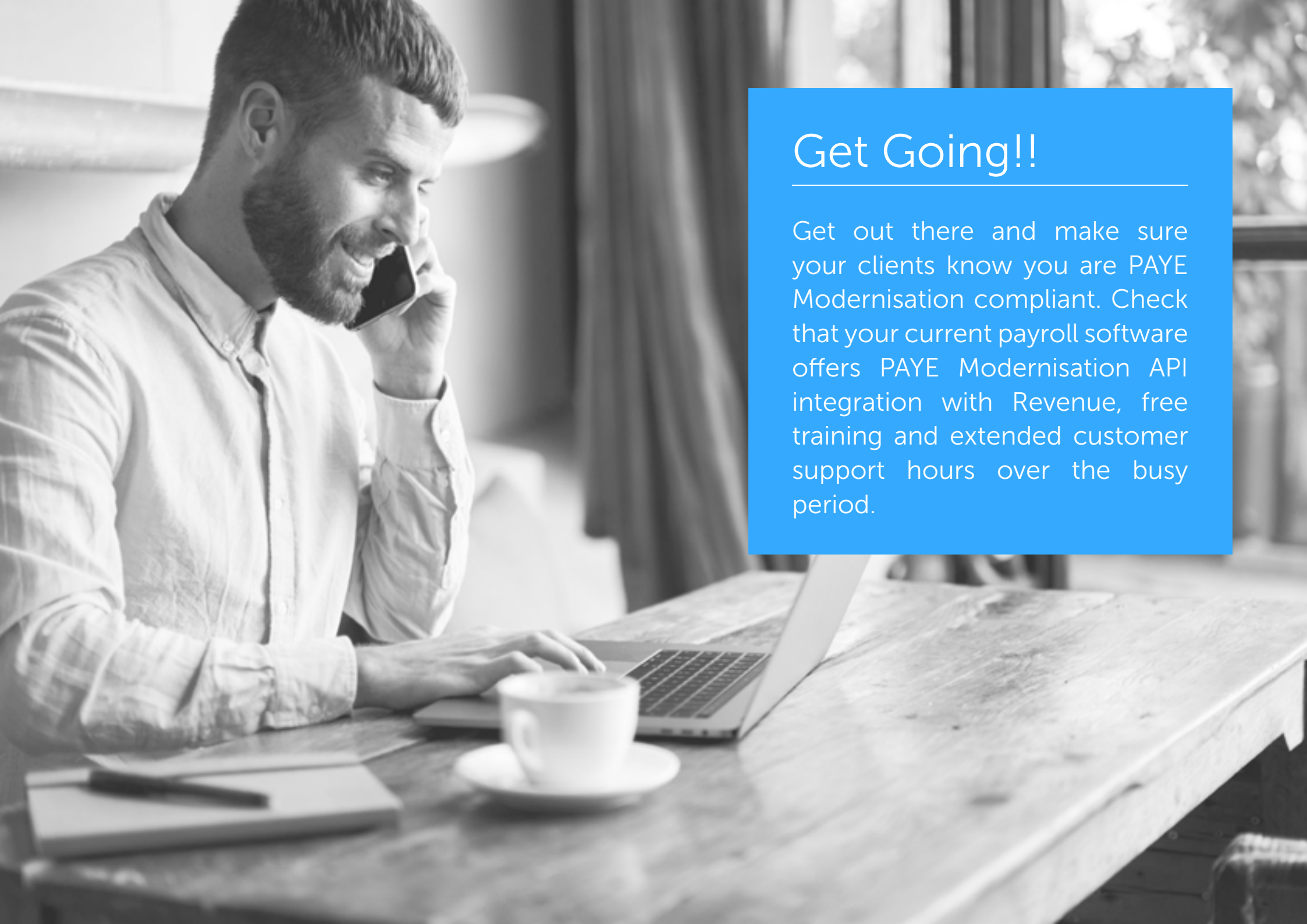
To help our customers, Thesaurus Payroll Manager and BrightPay are offering extended customer support hours including mornings, evenings and Saturdays from Monday 17th December until Saturday 16th February.

Free PAYE Modernisation Training

Book a free, online PAYE Modernisation training webinar for your team. There is no catch and you don't need to be a customer to attend. Unlike our competitors, we are offering FREE PAYE Modernisation training that is fully CPD accredited.

Simply register for our next PAYE Modernisation webinar online and attend to receive your free CPD certificate. Our webinars include a guest presentation from Revenue with a questions and answers session.

Click here to register.



Get Going!!

Get out there and make sure your clients know you are PAYE Modernisation compliant. Check that your current payroll software offers PAYE Modernisation API integration with Revenue, free training and extended customer support hours over the busy period.

Why choose us?

Thesaurus Payroll Manager and BrightPay offer an automated PAYE Modernisation facility that is recognised by Revenue. Our payroll bureau package includes unlimited employees, unlimited employers plus free customer support with extended opening hours over the busy 'big bang' PAYE Modernisation period.

BrightPay won Payroll Software of the Year 2018 at this years Accounting Excellence Awards. Both of our payroll products have a 99% customer satisfaction rating. Our customer support team is also rated with a 99% customer satisfaction rating. 99% of customers would recommend our payroll products. Thesaurus Payroll Manager and BrightPay are used to process the payroll for over 125,000 businesses in Ireland and the UK.

Read customer testimonials.

PAYE Modernisation with BrightPay

Watch this short video below to see just how easy PAYE Modernisation is with BrightPay.

Book a Demo