

Business in the Cloud

The Issue

The efficiency gains available through better use of technology can be significant. But which applications should you buy? Have you ever seen an “online demo” that looks bad? Which is why you need a software vendor to demonstrate how they can meet YOUR needs. It pays to have someone on your team working through a discovery process with the vendors to ensure you get the right solution for your needs.

What we do for you

Software vendors are looking for a list of requirements so that they can map their system and demonstrate the suitability of their products for your business. It also engages them more effectively if they know they can deliver. From your side, we can assist you properly investigate the different platforms available. The whole process – known commonly as a “discovery process” – means the vendor is made aware of your requirements and you are aware of the software’s capabilities and limitations.

To get your business into the cloud with the right solutions we can assist as follows –

- a. Working with your team to ensure an appropriate list of requirements is laid out. This may entail considering the current processes and whether they are in fact efficient.
- b. Preparing a “request for proposal” (RFP) which contains the key information to make the software vendors aware of your requirements. This will enable you to seek proposals and demonstrations from multiple vendors and have a better chance of getting “like for like” quotes. From our experience, it should include information regarding training, support, implementation, product pricing and any rebates on offer.
- c. We can attend demonstrations with you and team members from your business and assist in the assessment of the proposed solutions.
- d. We can use our experience to ensure that any demonstration is on point. We also have the knowledge to challenge the vendor if the presentation is not on task or does not cover all material items in the RFP.

- e. Once a proposal is accepted, we can review the contract in relation to the commercials whilst your lawyer reviews the legal matter. We can also assist in ensuring that the vendor delivers the software and associated services in accordance with the proposal.
- f. We are able to act as external project managers to ensure your team does what is required and when it is required by, and, after implementation, are able to support them as they engage with the new processes.

The Benefits

The benefits to you are:

1. Your bookkeeping processes get fine-tuned by our experts.
2. Your financial statements ultimately properly reflect your financial outcomes.
3. Users of your financial statements have confidence in the data your produce for them.
4. Your income tax return will be more accurate because of better accounting.
5. Our collaborative process will ensure that you increase your understanding of financial statements where necessary.
6. The financial information you use to manage your business will benefit from the annual accounting review process.
7. Frustrations due to lack of data are reduced.
8. Because your team is producing better data, our role as your accountant is made easier, particularly when it comes to reviewing results for the business, assisting with lodgements and preparing financial statements and income tax returns.

What's next

Contact UHY to arrange a discussion about how we can best assist you. Connect with us and connect to possibility.