

# Paycheck | Plus

Your payroll. Our passion

## Affiliate **Payroll Service** for Accountants

Could Your Practice Benefit from a Profitable Payroll Service?



Clár Chisti Eorpacha Struchtúrtha  
agus Infheistíochta na hÉireann  
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Cómhaoiniú ag Rialtas na hÉireann  
agus ag an Aontas Eorpach



**European Union**  
European Regional  
Development Fund



# Could Your Practice Benefit from a Profitable Payroll Service?

Payroll is not typically a service that accountants want to provide. Resource-intensive, complex, and subject to regular legislative change, this low margin, time consuming service is usually offered only as part of a wider portfolio of accountancy provision, enabling you to fully engage with clients and supply a 'full service' solution.

However, despite its complexities and specialisms, payroll is a particularly easy service to outsource, immediately alleviating the challenges associated with delivering it inhouse and allowing you to increase margins and enhance the portfolio of payroll features available to your clients. Instead of managing an inefficient inhouse payroll function, your time can be spent concentrating on your core business – developing your accountancy services and improving client relationships.

At Paycheck Plus, we work in partnership with our clients to ensure a fully compatible and highly integrated payroll service. We provide you with the flexibility and security that you need, knowing that our CIPP and IPASS qualified staff are always available to assist you when you need it. Our diverse team of accountants, HR professionals and account technicians are highly experienced and capable of remedying any payroll challenges your business may encounter.

We take great pride in our accuracy, responsiveness, security and accountability. Our payroll teams routinely track the accuracy of their calculations and with a precision rate of 99.99% you can be confident that with Paycheck Plus your payroll will be accurate, on-time and fully compliant.

With our very best wishes,



Anne Reilly  
CEO Paycheck Plus



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## Where we are located:

Operating from our offices at FBD House, Donore Road, Drogheda, we are ideally situated just off the M1 at exit 9 (Donore / Drogheda). Being just 30 minutes away from Dublin Airport, we are ideally located for international businesses and travelers.



# 01

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## The Challenges Faced by Accountants in Offering a Payroll Service

Many clients expect their accountant to offer some form of payroll service, given that it falls within the financial stable of services that are so readily outsourced. However, from the accountant's perspective, while delivering a payroll service is a necessary evil to keep pace with competitors and offer the 'one stop shop' full package of accounting support, there are significant challenges to overcome, not least making the service profitable.



### Managing a payroll service is time-consuming

A large part of the payroll service is data entry – transferring hours worked, pay rates and leave from internal systems or timesheets into the payroll system. Data entry is time-consuming, but an essential part of ensuring employees are paid accurately, presenting accountants with a difficult balance between paying their data-entry staff enough to ensure that those they employ will deliver a high degree of accuracy, and yet not so much that labour costs become prohibitive.



### Accountants' payroll services are often unprofitable

The cost of delivering a payroll service is often underestimated, and for many accountants, it is seen as a low margin or cost-neutral service which allows a full portfolio of accounting services to be offered to clients. Employment costs are not the only outgoing to be considered. Specialist payroll software can be expensive to license and upgrade; regular changes to payroll legislation means that payroll staff need regular training and development; and general overheads associated with allocating office space (and the opportunity cost of not allocating this space to more profitable endeavours) can become expensive.

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# The Challenges Faced by Accountants in Offering a Payroll Service | Continued



## **Delivering a payroll service can constitute a conflict of interest**

Under the Code of Ethics for Professional Accountants (the Code) issued by the International Ethics Standards Board for Accountants (IESBA) and Articles 4 and 5 of the European Regulation 537/2014, auditors are excluded from providing payroll services to their clients because the threat to their independence is considered to be too great to be mitigated by any safeguards. As such, you should not provide a payroll service to those clients to whom you offer annual audit.



## **Maintaining a payroll service often requires specialist knowledge**

Payroll legislation changes regularly, and the cost of not keeping abreast of these changes can be considerable, both in terms of financial penalties from regulatory authorities and retrospectively correcting payroll calculation errors. Many accountants will not have enough payroll work to make hiring an inhouse payroll specialist viable,

nor will they want to invest in specialist software without the associated revenue to make this worthwhile. This increases the risk of error, which in turn could jeopardise the hard-won reputation of the whole accountancy practice.



## **Payroll service provision is fraught with risk**

Without inhouse payroll specialists, regular employee training, and periodic payroll auditing, the risk of error is high. Payroll legislation and tax codes are subject to frequent change, and in the absence of a payroll expert, there is significant opportunity for important regulatory changes to be missed or implemented incorrectly. Without validation from a specialist, there is a very real chance that the accuracy of the calculations delivered by the payroll service could be compromised, jeopardising the relationship with the client (and any other accountancy work that you complete for them), and potentially the reputation of your accountancy practice. In turn could jeopardise the hard-won reputation of the whole accountancy practice.

# 02

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## How Outsourcing Payroll Services Can Overcome These Challenges

The challenges presented by delivering a payroll service can be easily overcome by outsourcing it to a specialist payroll provider, like Paycheck Plus.

As part of our affiliate program, we deliver a white label payroll service for accountants – eliminating the headache and risk associated with resourcing the service inhouse, whilst still providing your clients with a full-service offering, under your own brand.



**Our payroll service for accountants will save you time and resource**

By outsourcing your payroll service, you no longer need to staff and resource an inhouse team. Not only will this free up valuable office space for use by more profitable fee-earners but the administrative and management burden of overseeing the payroll function is eliminated. Furthermore, you will avoid the recruitment costs associated with hiring payroll staff.



**Our payroll service for accountants will make your practice more profitable**

Payroll is a low margin, resource-heavy service to provide, particularly when associated costs such as specialist software, payroll experts and general office overheads are accounted for. By outsourcing your payroll service, the need for specialist staff and software is eliminated, increasing your margins whilst still invoicing clients directly.





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# How Outsourcing Payroll Services Can Overcome These Challenges | Continued



## Improve your payroll accuracy with our payroll service for accountants

Payroll legislation is subject to regular change and requires frequent training and an inhouse expert who can stay abreast of the amendments whilst also understanding their implications. Without this, the risk of calculation errors is increased. By outsourcing your payroll service, you have access to a team of specialists, all of whom are experts in payroll legislation, and will ensure that the payroll completed for your clients in your name is accurate and in accordance with current legislation at all times.



## Enhance your payroll provision with our payroll service for accountants

When you outsource your payroll service to Paycheck Plus, you will immediately have access to our full portfolio of payroll features, including e-payslips, highly automated payroll operations, a collaboration platform, and detailed reports. These enhancements (which would be challenging to implement inhouse without significant investment in specialist software) will allow you to improve the payroll service you offer to your clients (thereby giving you a competitive advantage), and potentially charge a little more, increasing your margin. What's more, a dedicated payroll provider will often be able to offer a faster turnaround time for urgent projects, as they will have a much larger and more experienced team to call upon.

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# How Outsourcing Payroll Services Can Overcome These Challenges | Continued



## Reduce your risk with our payroll service for accountants

Payroll is fraught with difficulty. From a reliance on data entry to regular changes in legislation, it is a challenging service to deliver effectively, and particularly when you consider clients' expectation of complete accuracy. The only way to mitigate this risk inhouse is to employ payroll experts and invest in specialist software, but to do so is likely to reduce margins to an unsustainable level. By outsourcing your payroll service, your risk is immediately reduced, whilst allowing you to maintain and potentially increase your profits.



## Avoid conflicts of interest with our payroll service for accountants

By outsourcing your payroll service, you can avoid any conflicts of interest that may arise with other services offered to clients (particularly audit). Furthermore, it allows you to concentrate on your core business – offering accountancy services – whilst continuing to provide your clients with a full-service solution. Your time is better spent growing client relationships, scaling your business, and developing new and added value services. Outsourcing your payroll service gives you the scope to do this.





# 03

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## Why Choose Paycheck Plus for Your Payroll Services

Paycheck Plus is an award-winning payroll provider, serving businesses across the UK and Ireland. As an experienced payroll bureau, we provide comprehensive, ISO accredited, cost effective payroll outsourcing services to accountants of all sizes. Specialising in all aspects of payroll, our expert team is well-versed in all aspects of payroll outsourcing, including payslip delivery, Bacs facilitation, benefit-in-kind returns, pension and share award calculations, payroll reporting and managing Local Property Tax (LPT) deductions as well as numerous other complex payroll functions.



### Enhanced Payroll Service

Paycheck Plus' cloud-based payroll platform helps you manage your payroll operations and compliance requirements in a secure, reliable and efficient manner. Allowing for an improved customer experience, streamlined and automated workflows, increased security and data Protection and greater data and process transparency.



### We are trusted

Several of the world's largest international accountancy firms and payroll providers choose Paycheck Plus to manage Irish and UK payrolls for their clients.



### We manage user access

The strict security controls that form part of our payroll service offering ensure that user access to our systems is tightly managed and a comprehensive audit trail maintained at all times.



### We won't poach your clients

We will automatically enter into a strict non-poaching agreement so that you remain the primary point of contact and retain your database. We will never enter into direct dialogue with any end users of our payroll service, unless instructed to do so. You are our client, and we will work as your partner to deliver an excellent payroll service to your clients.

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# Why Choose Paycheck Plus for Your Payroll Services | Continued



## **We provide a high-quality payroll service for accountants at all times**

We have been providing accountants with the country's best payroll service for over 15 years. We process more than 195,000 payslips and £400,000,000 worth of payments every year. Our team of CIPP and IPASS accredited payroll processors maintain a 99.9% accuracy rate in their payroll calculations. Our ISO accredited payroll bureau has won 30+ awards for excellence in our payroll services.



## **Dedicated Payroll Support Services**

Our industry leading support services include dedicated account management and a highly trained customer care staff.

Clients can also avail of a freephone customer support service which provides confidential advice and online support for your employees as well as access to forms, leaflets and guides to ensure your employees get the most from their pay.



## **We offer complete discretion**

Our white label affiliate payroll service for accountants means that your clients will be unaware that the service is being outsourced. You will continue to invoice them directly and will be their only point of contact. We will act as your silent partner, providing the experience and resource to help you deliver and enhance your existing service.



## **Broad Range of Services**

Our highly-trained team of payroll experts are well-versed in all payroll-related complexities including Payslip delivery, Bacs facilitation, Pension and Share Award calculations, Local Property Tax (LPT) deductions, Benefit-in-Kind returns, Payroll reporting and much more.

If your accountancy firm deals with a lot of new businesses, we can also help with Irish Revenue Commissioner registrations and administering payroll submissions as well as providing support and guidance to help your clients understand their responsibilities as an Irish employer.



## For More Information:

To find out how your business can avoid unwanted surprises in your payroll visit [www.paycheck-plus.com](http://www.paycheck-plus.com) or contact us using one of the channels outlined below:

**Ireland & International:**

Phone: +353 (0) 1 905 9400

Email: [info@paycheckplus.ie](mailto:info@paycheckplus.ie)

**United Kingdom:**

Phone: +44 (0) 161 464 8720

Email: [enquiries@paycheckplus.co.uk](mailto:enquiries@paycheckplus.co.uk)

# Paycheck|Plus

Your payroll. Our passion



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