




Batch payroll processing: how it can transform your practice




Bright

Presenters



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Agenda



1. Are single director clients worth your while?
2. Making more profit from single director clients
3. Batch processing in BrightPay
4. Saving time on static payrolls
5. Other automation within BrightPay and BrightPay Connect
6. A tour of BrightPay and BrightPay Connect
7. Questions & Answers

Are single director clients worth your while?



- The more complicated a client's payroll, the more value they put on your services
- Static payrolls are often seen as being "straightforward"
- Payroll requires knowledge, skill and a high level of accuracy
- Good payroll services are crucial to the smooth running of your clients' businesses


Making more profit from single director clients

In 2021, 75% of businesses in the UK were single director companies

With the right payroll software, you could remove over 90% of the work involved in processing static payrolls

Batch processing in BrightPay

- 1 Batch finalise payslips
- 2 Batch send HMRC submissions
- 3 Batch check for coding notices



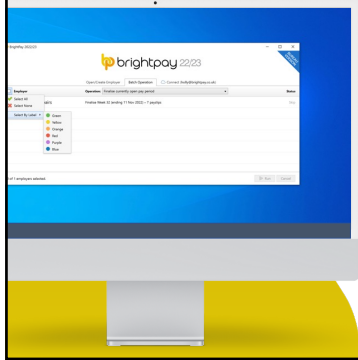
Set labels for your static payroll clients



Set labels for your static payroll clients



How does it work?



- Select the function you wish to perform from the drop-down
- Select the label for the clients you want to perform the function for
- Click "Run"
- Once finished, the task will show as complete

Saving time on static payrolls



Olivia, owner of Smart Accountants

How to spend the time you have saved



Option one:

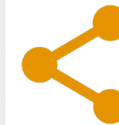
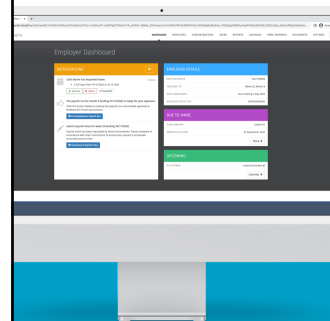
Take on more static payroll clients



Option two:

Spend time providing more high-value services

Saving time with BrightPay Connect

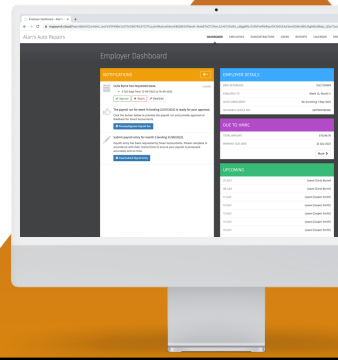


brightpayconnect

Client self-service portals



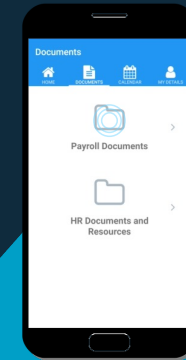
- Clients can access what they need with no bureau intervention needed
- Run payroll reports, view payslips, view amounts due to HMRC
- Automatically available to the client through their online portal
- No need to email payslips and reports to clients each pay period



Employee self-service app



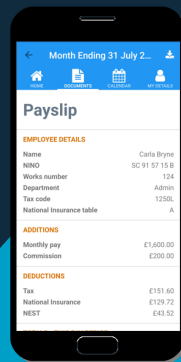
- Access historical payslips 24/7
- Cuts down on unnecessary communication



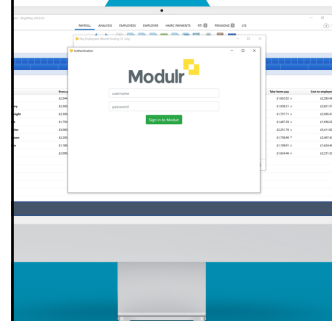
Employee self-service app





- Payslips are automatically available
- Share payslips on or before payday



Payment platform integration



BrightPay's payment API 



- Pay employees through BrightPay
- Powered by Modulr
- Eliminate bank files
- Secure Modulr portal for clients
- Clients easily approve payments




Using BrightPay Connect to improve your business' profitability



Four tried and tested pricing strategies 





Option 1: Set fee per employee

- BrightPay Connect brings value to the client and their employees
- Employees will become more accustomed to using the app
- Employees have access to payslips and request annual leave



Option 2: Best things in life are free



Add the cost of Connect into your standard payroll fees

It can (and should) be a gateway to your other services

The more they rely on you, the quicker they will turn to you

Option 3: Customer referral strategy

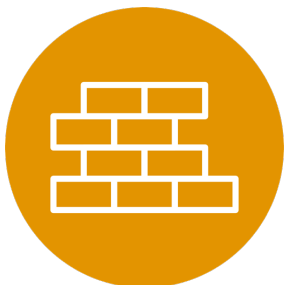


20-50% of purchasing decisions are based on word of mouth

Don't limit the power of referrals: give clients a reason to refer

When the value is ambiguous it increases the value perception

Option 4: Build up to build in



Build the cost of Connect into your annual fees

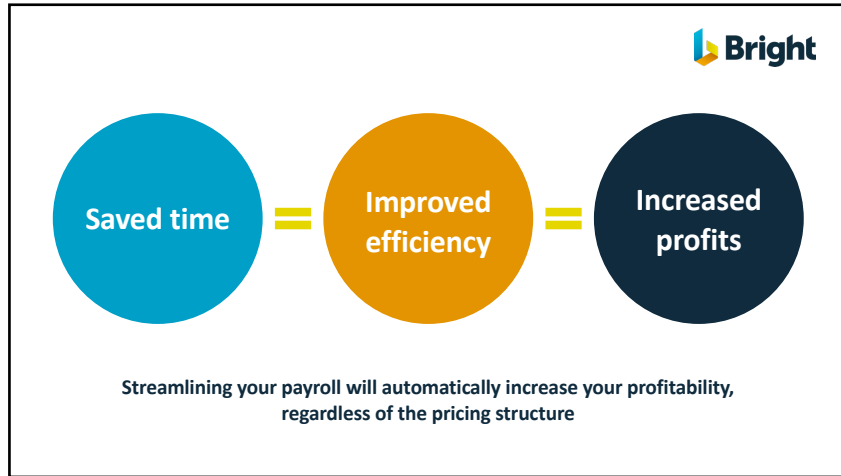
Very simplistic and easy to understand approach

Reap the benefits of an online payroll portal

Top tips!

- 1 Communicate Effectively
- 2 Be realistic





Bright

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

Logos for partner companies: **AM** ACCOUNTANCYMANAGER, **bp** brightpay, **surf**, and **btc** SOFTWARE