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



Dealing with clients bringing their payroll inhouse



Elephant in the room

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Focus on retaining existing clients

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- 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?

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



Be simply the best

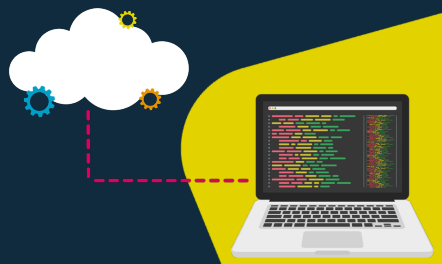
Bright



Is your tech stack supporting you?

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- 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

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- 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?

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

Cloud technology

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

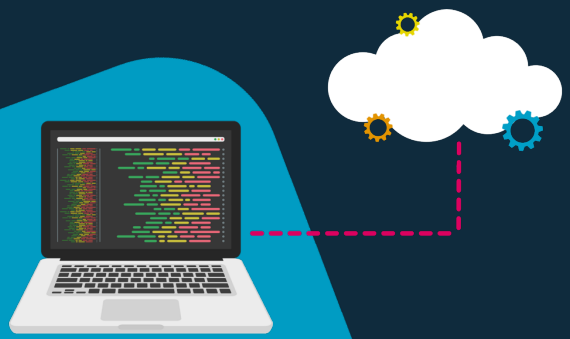


What is the cloud?



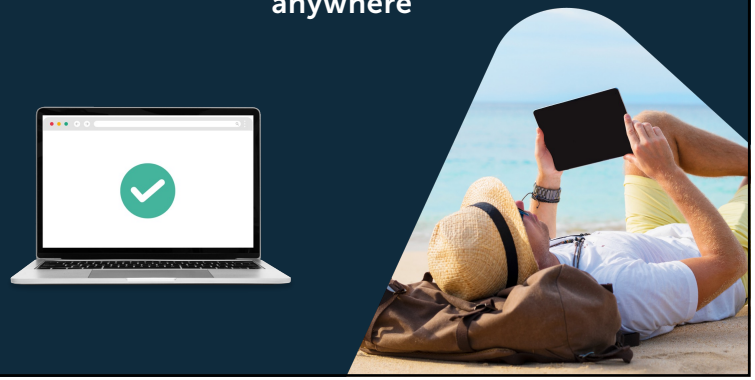
What is the cloud?

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Process payroll from anywhere

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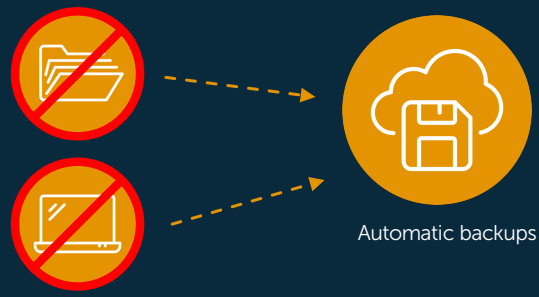
Security

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

Backs up your data to the cloud

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Flexibility

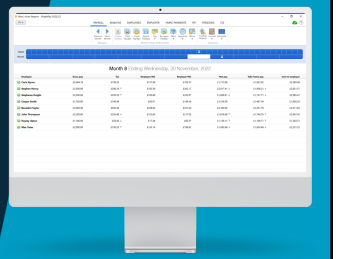
- Work simultaneously from any location with cloud software
- Real-time changes as you work



Differences between BrightPay's desktop and cloud solutions

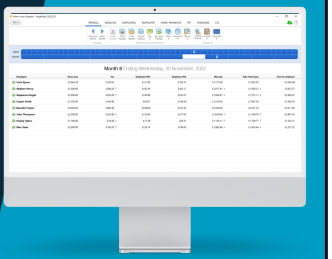
Advantages of BrightPay for Windows or Mac

- 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

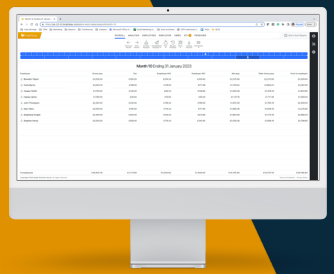


Are there any disadvantages?

- 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

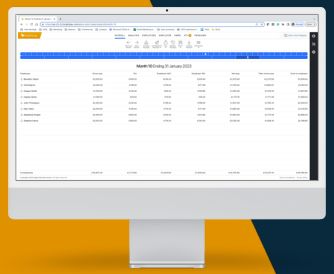


Advantages of BrightPay's cloud payroll solution



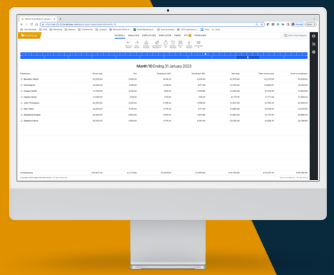
- Can be accessed from an internet browser
- No downloading or updating the latest versions
- Multiple users can work on the same file simultaneously

Benefits of BrightPay's cloud payroll solution



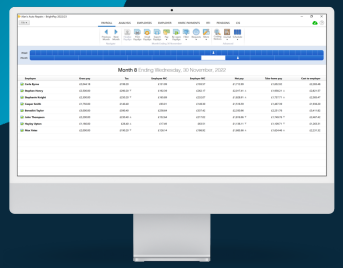
- Access from any device can improve productivity
- Files won't be corrupted, deleted or lost
- Your data will be stored on a server at a data centre, hosted by Microsoft Azure

Are there any disadvantages?

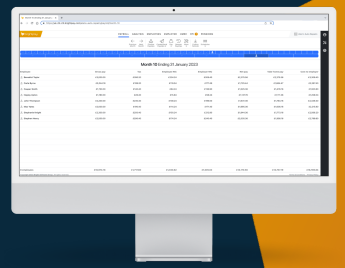


- Cloud can go through events like power outages, server reboots, delays, and downtime

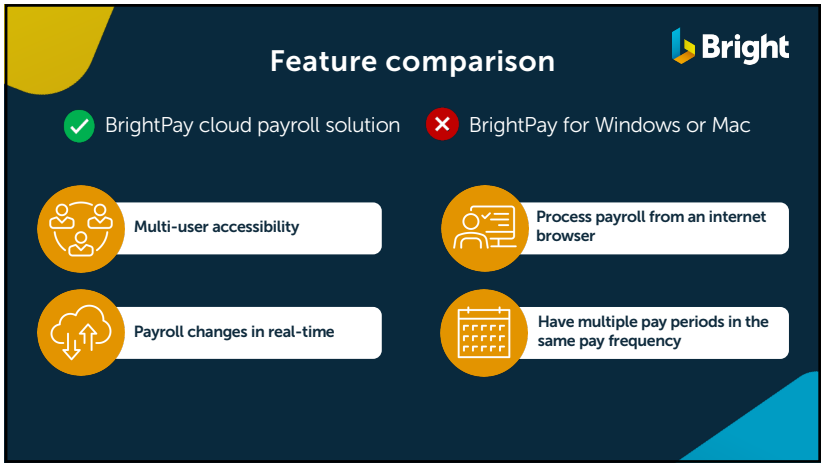
The best of both worlds

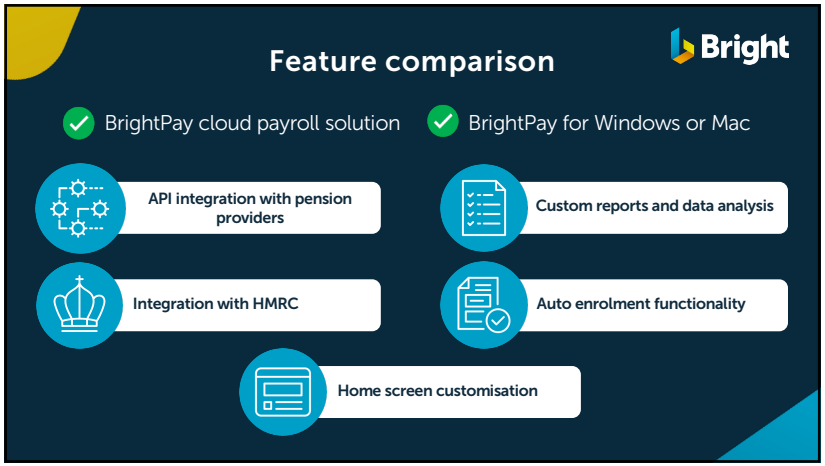


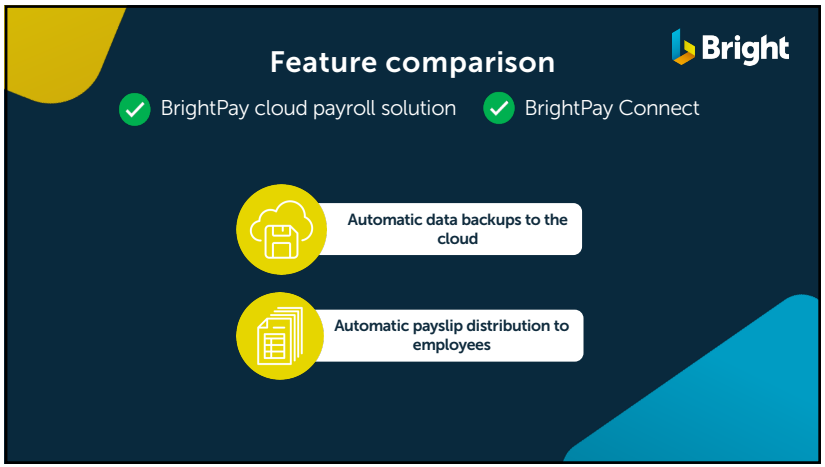
Windows or Mac

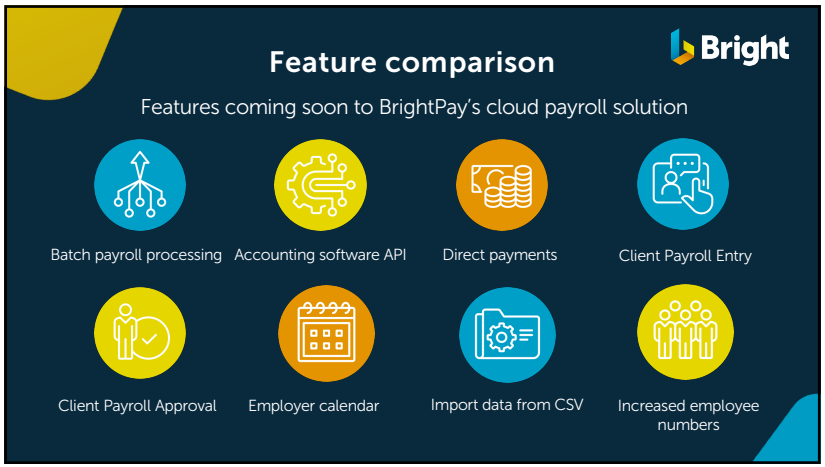


Cloud


Feature comparison
Bright
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
Bright
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
Bright
BrightPay cloud payroll solution
BrightPay Connect
Automatic data backups to the cloud
Automatic payslip distribution to employees


Feature comparison
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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

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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

Bright

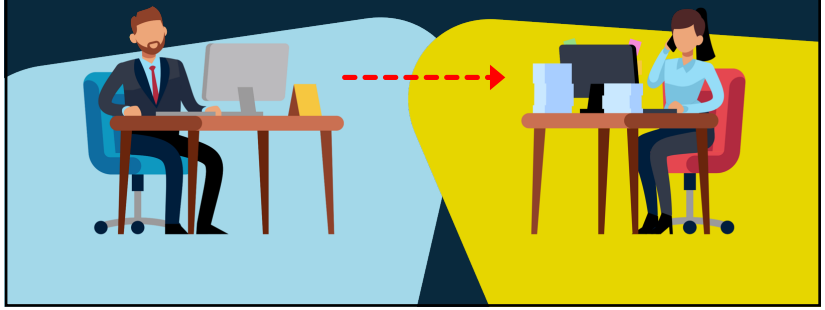
6. API integration with accounting software
7. Employer portal
8. Streamline client communication
9. Easy payslip distribution
10. Free phone and email support

10 payroll features

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Let clients enter their own payroll information



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Payroll reports made simple

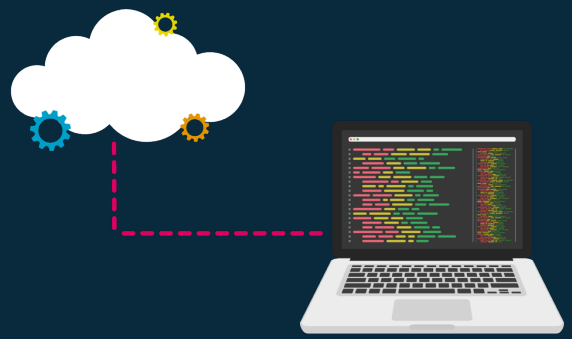
- Create common payroll reports



10 payroll features

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

Automatic payroll data backups



10 payroll features

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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

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Direct payment platform

Bright



- Pay employees, subcontractors and HMRC in 90 seconds

10 payroll features

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API integration with accounting software

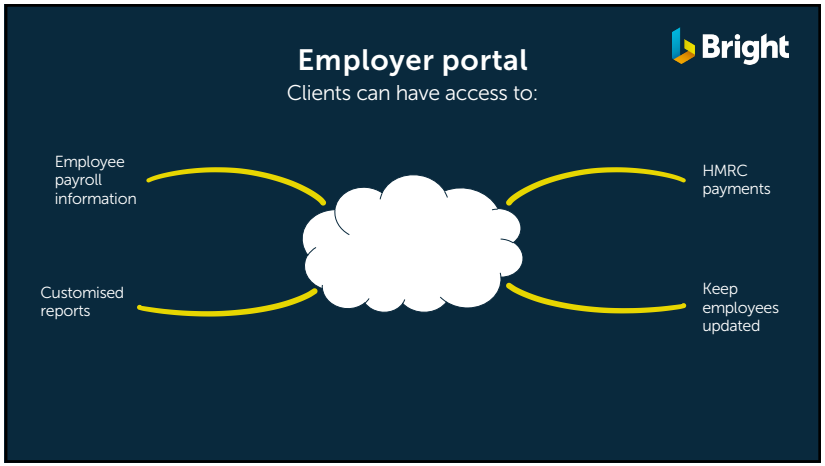
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10 payroll features

Bright

6. API integration with payroll journals
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Employer portal
Clients can have access to:
Employee payroll information
Customised reports
HMRC payments
Keep employees updated

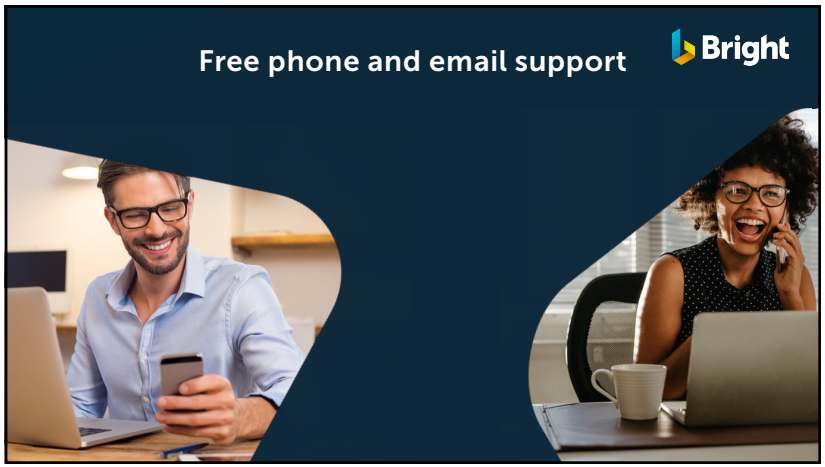

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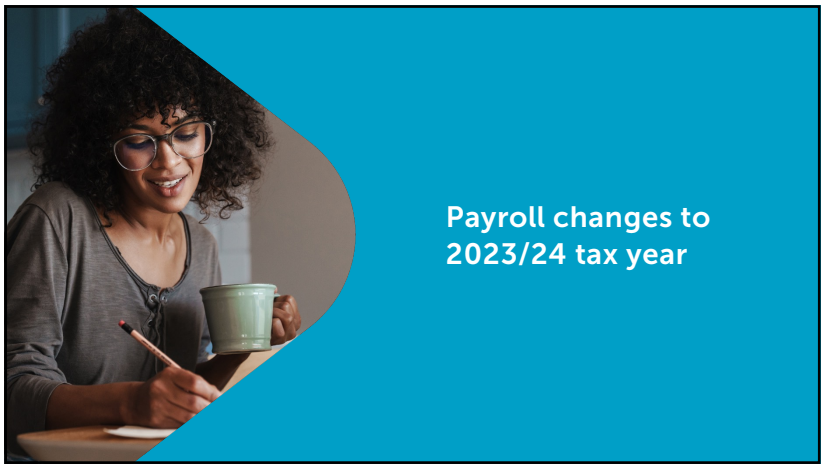

Bright
Streamline client communication
Dedicated employer dashboard
Company-wide calendar
Employee payroll information
Document upload


Bright
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Free phone and email support


Payroll changes to 2023/24 tax year

Changes for 2023/24 tax year

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- 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

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- 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.