



# Autumn Newsletter.

**Issue 3 : 2018**

**What To Expect:**

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Solutions' Showcase Highlights

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# Welcome

**We are now in the last 3 months of the calendar year - doesn't time fly?**

**At Solutions, we are dedicated in finding the right solution for your business to help you grow and expand. We ensure you stay up-to-date with the latest industry news, updates and offers and learn, in detail, about how the right Business Management Solution can transform your company and lead you towards a more profitable future.**

In this newsletter you will find information on hot topics: 'Making Tax Digital', 'How to pick the best CRM solution for your business', 'Everything you need to know about Sage Business Cloud Financials' and the 'Highlights of Solutions' Showcase 2018'.

## Fundraising - Great Notts Bike Ride

Charity support is an important part of Solutions' culture, every year we select a charity as the focus for our fundraising efforts. This year, we chose to support two charities close to our hearts - The Teenage Cancer Trust (TCT) and The Little Princess Trust (LPT). Both of these fantastic charities aim to support young people with cancer during a traumatic time.

To help raise awareness and fundraise for TCT and LPT, we have regular dress down days, bake sales, games and raffles to raise as much money as possible throughout the course of 2018. We also had a team of 13 brave employees take on the tough challenge of the Great Notts Bike Ride aiming to boost the amount we raise for these two amazing charities.

For the past 4 years, a number of dedicated Solutions team members have taken on the challenge of GNBR, completing distances of 25 miles, 50 miles and 75 miles. On June 24th, 13 Solutions employees jumped on their bikes and cycled through the Nottinghamshire countryside on an extremely hot and sunny Sunday morning! Although they may have been melting in the heat, our enthusiastic team successfully completed the bike ride and, to date, have raised over £2,000 for our charities from this activity alone.

You can still donate and help us achieve our fundraising goal of £3,000 by visiting [virginmoneygiving.com/TeamSolutions](http://virginmoneygiving.com/TeamSolutions). Every contribution makes a huge difference and any donations will be hugely appreciated.



# Making Tax Digital (MTD) for VAT

**MTD - the new hot topic, move over GDPR! We love an acronym don't we?**

**This new legislation is aiming to update the tax system over the next few years and will impact multiple areas of taxation including self-assessment, VAT, corporation tax and business tax. From April 2019 VAT regulations will be the first to change and it's important that your business is prepared.**

From April 2019, businesses with a turnover that is above the VAT threshold (£85,000) must maintain digital business records and submit their VAT return through a new MTD approved system. You will no longer be able to manually enter your VAT figures onto the HMRC website - you must submit them directly from authorised software.

If you own a business that is VAT registered you will need to move to digital record keeping, if you do not yet use software to record your VAT information, it's advised to start planning for MTD ahead of the deadline.

At Solutions, we want to help our customers adapt their technology to ensure the transition to the new digital tax system runs smoothly with minimal setbacks. We will support you during every step and ensure you understand exactly what MTD means for you and your business.

Sage 50cloud, Sage 200cloud and Sage Financials are all MTD for VAT compliant. Upgrade to the latest version of these solutions to ensure you're ready in plenty of time, before the April 2019 deadline. At Solutions, our experts will help you upgrade, we are in constant contact with Sage enabling us to give you clear direction as soon as possible.

We understand that going through changes within your business can often be daunting and adapting new technology can be a challenge, so we are here to help.

**If you have any questions about MTD for VAT or would like to learn more about upgrading to the latest solution please contact our experts today on 0115 840 5075 or email [enquiries@solsforacc.co.uk](mailto:enquiries@solsforacc.co.uk).**



**MAKING  
TAX DIGITAL**



# How to pick the best CRM solution for your business

Growing businesses leverage the power of CRM solutions to empower staff and create more impactful customer interactions. CRM also provides rich visibility of performance for reporting against KPIs and enables marketing and sales to target, anticipate and nurture future business. Our portfolio includes a CRM solution that can help you prosper.

All our CRM solutions can fully integrate with Sage Accounting solutions -

**Sage 50cloud** - aimed to suit the needs of smaller businesses, with basic accounting requirements wanting to manage cash flow, income, expenses and payments, create professional invoices, view dashboards and produce documents.

**Sage 200cloud** - offers medium sized businesses a scalable solution that does more than your basic accounting software. It allows businesses to manage customer accounts and provides an in-depth analysis at a glance, enabling you to pick up on pattern trends and benefit from business intelligence.

**Sage Financials** - aimed at companies selling services, this cloud only solution is built on the Salesforce platform and uses the latest technology to drive business growth enabling you to manage your finances in real time, wherever you are.

Integrating your CRM with a Sage Accounting solution will give you real-time visibility of customer transaction history, credit balance and status enabling you to automatically turn sales opportunities into orders and invoices.

The logo for Sage CRM, featuring the word 'sage' in a bold, green, lowercase sans-serif font, followed by 'CRM' in a grey, uppercase sans-serif font.

Sage CRM can save you time, increase productivity and revenue, and help you uncover new opportunities. It gives end-to-end visibility and data you can trust, enabling you to make informed business decisions based on accurate, real-time information. Sage CRM is available in a variety of options to suit your business needs, with both online and on premise deployment options available it's perfect for small / medium sized businesses.

Sage CRM is a robust and comprehensive platform built for SMEs, providing businesses with insight to drive your enterprise forward. Its integration with MailChimp allows the ease of email marketing, allowing you to contact multiple customers at one time with visibility from your CRM solution. Web-based functionalities allow you to gain a greater, more thorough understanding of your customers.



Act! CRM, from Swiftpage, is the world's leading contact management system for smaller businesses. It enables you to organise all your customer information in one central location so it can be accessed on demand by customer-facing staff. Act! CRM gives you the flexibility to choose the platform that best suits your business needs and can be hosted in the cloud, giving you secure access to vital business data at anytime, anywhere.

Act! CRM suits the needs of SMEs and helps sales teams to build relationships with relevant customers through the use of email marketing and contact management features. This enables businesses to drive sales and enhance business performance. If you are a small business looking for a straightforward, easy-to-use solution, Act! CRM could be right for you.



Salesforce CRM is the world's leading cloud-based CRM system which has revolutionised the way businesses manage their relationships with clients. This cloud solution provides the tools you need to better manage your customer interactions, and empowers your sales team with real-time information. Salesforce CRM allows you to work from anywhere on any device with an internet connection, maximising the time your sales team spend selling your products and services.

Salesforce CRM is built for companies of all sizes, with a particular focus on enterprise. It is beneficial for remote users, giving you the opportunity to work on the go. If you are constantly moving around and often not in the office, Salesforce CRM is the perfect solution and could hugely benefit your business.

Each of these CRM solutions have unique functionalities that will benefit different businesses taking into consideration their size and functionality requirement. Depending on what tools you need, we can help decipher which CRM system is right for you and your business.

**Want to find out more about our CRM solutions and which is the best fit for your business? Please contact our experts today on 0115 840 5075 or email [enquiries@solsforacc.co.uk](mailto:enquiries@solsforacc.co.uk).**

# Solutions' Showcase 2018 Highlights

**After months of hard work and planning... Solutions' Showcase 2018 was a huge success!**

20th June - Despite the early start and the Rotherham traffic, we had a fantastic day. Exhibitors, existing and prospective clients turned up in mass to see what the day had to offer. We may have all been blurry eyed arriving at our venue - Magna Science Adventure Centre, an old steel works which has been transformed into a museum, but we were ready to roll with a busy day of seminars, attractions and networking ahead of us.

Once our exhibitors had set up for the day and our intrigued customers had arrived our Managing Director, Iain Barker, welcomed us all by introducing Solutions and the team with an exciting video, which certainly woke us all up, and an agenda of the day ahead...



An exhibition started the day along with seminars that were taking place in a number of rooms and hosted by product and topical experts, including our Sales Director Will Ingleby, Richard Haywood from Draycir and experts from Sage, Swiftpage and Panintelligence. Customers could attend seminars on various topics based around CRM, Sage Financials, GDPR (groan) and Making Tax Digital (a hot topic at the moment), Sage 50cloud, Sage 200cloud and more. These seminars were a perfect opportunity for customers to learn about the products and how they can benefit their business and gave them the chance to speak directly with product specialists.

Valuable information was gained from these insightful seminars, including a presentation shared by Draycir exploring how Spindle Document Management can help your business reduce costs and manual data and a talk from Panintelligence which showcased how you can develop a rich, graphical insight into your business activity with visual dashboards. Experts from Solutions shared the secrets of success in CRM usage and introduced ways to unlock powerful tools that can help you transform your business processes.

As the final seminars drew to an end, our customers finished the day with a new understanding and greater knowledge on our extensive range of products, driving them towards a more profitable future. Whether they were interested in Accounting solutions or CRM systems, our products can largely impact businesses and improve their processes.



Solutions' Showcase 2018 was an event like no other, exceeding expectations with a spectacular exhibition, multiple seminars and a brilliant Magna surprise for our customers to enjoy. Although the day was exhausting for Team Solutions, we can't wait to do it all over again. Here's to the next one!



*"We found the whole day really useful and the setting was really unique and interesting."*

*"I think the key thing that stood out to me was how amazing the Solutions team were and it's certainly something that Solutions are, and rightly should be, very proud of. Not only was everyone really professional, approachable and friendly but they looked the part too and were happy to help wherever possible and if they didn't know the answer to something, they found out for you. This comes across in the day to day interactions too but really came together during the event."*

*"The way the seminars were held, the content, time management, the scanning in, the prompt emails, the magician, the stands, and even the food was fantastic. It was clear that so much thought and effort had gone into this and it certainly showed and stood out a mile from similar conferences and events."*

Steven Ayres, Business Relationship Manager - Synectics Solutions Limited.

**Are you interested in learning more about our Accounting and CRM solutions? Please contact our experts today on [0115 840 5075](tel:01158405075) or email [enquiries@solsforacc.co.uk](mailto:enquiries@solsforacc.co.uk).**

70,000

# Everything you need to know about Sage Business Cloud Financials

Aimed at SMEs, Sage Financials (formerly Sage Live) is a cloud only solution built on the Salesforce platform and uses the latest technology to drive business growth enabling you to manage your finances in real time, wherever you are. You can link sales, accounting, banking, invoicing and payments with Salesforce CRM whilst having the ability to customise. Gain visibility into business performance and flexibility to react to customer demands, new opportunities and competitors as well as the ability to scale without complexity.

Sage Financials falls under a new umbrella platform called 'Sage Business Cloud'. It offers a powerful range of cloud and cloud connected products and has been purpose built to support the upcoming generation of modern businesses. Sage Business Cloud - one solution for all your accounting needs.

Boost automation and productivity with Sage Financials, helping you to focus on what you do best within your company. With efficient workflows and automation, minimise the complexities of accounting tasks and analyse every detail of your company. This solution ensures financial stability, allowing you to take confidence in cash flow when growth opportunities arise. Allow your company to expand into new markets with multi-currency and multi-lingual capabilities with Sage Financials.

This advanced solution improves productivity and efficiency across a business and eliminates manual data by automating workflow, bank reconciliations and other important transactions. This is beneficial as it frees up countless hours of categorising transactions. Sage Financials has a connected digital platform which allows productivity to be improved with streamlined communication and teamwork between the front and back office.

It provides real-time accounting and up-to-date cash flow on any device, whether that be a phone, tablet, smart watch or a laptop. Giving you access to all your business transactions in one financial hub helps you gain insight into projected results, profit and loss, and operating margins.

Access to Chatter, a live messenger functionality, enables you to share updates and stay connected when away from the office, allowing you to control your business on the go. With a 360° view of your business communications, you can gain clear visibility into your customer relationships using the Salesforce CRM functionality and having access to tracking upcoming sales and outstanding payments.

**Are you interested in finding out more about Sage Business Cloud Financials? Please contact our experts today on 0115 840 5075 or email [enquiries@solsforacc.co.uk](mailto:enquiries@solsforacc.co.uk).**

