SAPPHIRE INFO SOLUTIONS
SmartSourcing, beyond Outsourcing

VOL-08/2025

OUTSOURCING & YOU

(A NEWSLETTER FOR ACCOUNTING PROFESSIONALS)

● MTD FOR INCOME TAX ● BLOG , SERVICES ● HIDATO , BLOG ● CASE STUDY

MTD FOR INCOME TAX: WHAT ACCOUNTANTS NEED TO DO NOW

PROACTIVE STEPS FOR UK FIRMS AHEAD OF APRIL 2026

Making Tax Digital (MTD) for Income Tax Self Assessment (ITSA) is fast approaching. From 6 April 2026, it applies to unincorporated businesses and landlords earning over £50,000. Those earning over £30,000 will follow in 2027.

While the transition may seem challenging, it's an opportunity for firms to modernise and add value. Early action can prevent disruption and position your firm as a proactive advisor.

A CLEAR PLAN OF ACTION FOR ACCOUNTANTS

1 SEGMENT YOUR CLIENT BASE

Start by identifying clients who will be affected:

- Over £50,000 income – 2026
- Over £30,000 income – 2027
- Plan timely communication to guide them early

Tip: Use segmentation to offer digital service bundles or phased onboarding.

2 CHOOSE HMRC-APPROVED SOFTWARE

Ensure clients maintain digital records using compliant software:

- Recommend cloud solutions (Xero, QuickBooks, FreeAgent) or bridging tools
- Support clients in migrating from spreadsheets
- Upskill your team across platforms

3 REDESIGN YOUR SERVICE MODEL

Quarterly reporting opens up advisory opportunities:

- Replace year-end-only services with quarterly reviews
- Maintain real-time data accuracy
- Increase client touchpoints with recurring services

4 TRAIN YOUR TEAM AND CLIENTS

Education drives smooth adoption:

- Conduct internal MTD training
- Host client demos and webinars
- Provide guides and checklists for easier onboarding

5 PROMOTE MTD COMPLIANCE PACKAGES

Reposition your firm as MTD-ready:

- Bundle services: setup, submissions, ongoing support
- Use tiered pricing models
- Promote via emails, portals, and social media



HOW SAPPHIRE INFO SOLUTIONS SUPPORTS MTD FOR UK ACCOUNTANTS

At Sapphire, we offer tailored MTD support to simplify your compliance journey.

SOFTWARE INTEGRATION & SETUP

We help clients implement HMRC-recognised tools, including spreadsheets, cloud software, and bridging solutions—ensuring secure digital links.

MANAGED COMPLIANCE SERVICES

Outsource MTD tasks to us:

- Quarterly updates
- Year-end adjustments
- Final (crystallisation) submissions

You focus on client relationships—we manage the compliance.

STAFF & CLIENT TRAINING

We offer:

- Internal training sessions
- Client tutorials, guides, and live Q&As

WHY START NOW?

Delaying until 2026 risks:

- Software delays
- Staff overload
- Missed deadlines

Start now to gain:

- Smooth workflows
- Stronger relationships
- New recurring revenue

LET'S GET YOUR FIRM MTD-READY

Whether you want to build your own MTD workflow or outsource it entirely, Sapphire is ready to support you—step by step.

SAPPHIRE INFO SOLUTIONS (P) LTD.

Call @ 020 3002 6314

info@sapphireinfo.net
www.sapphireinfo.co.uk
4 Whiteleys Parade, Uxbridge Road, Hillingdon, Uxbridge UB10 0PD

- Customized Solutions
- Proven Experience
- Instant Teams Model
- Advanced Data Security
- Digital Leaders

VISIT US

SAPPHIRE VANTAGES

- Quality of Services
- Quick Turnaround
- Huge Cost Savings

SAPPHIRE INFO SOLUTIONS
SmartSourcing, beyond Outsourcing

TURNING COMPLIANCE INTO OPPORTUNITY — HOW MTD CAN GROW YOUR FIRM

Making Tax Digital (MTD) for Income Tax is one of the most significant regulatory changes UK accountants will face in the coming years. But for future-ready firms, it's more than a compliance deadline—it's a real opportunity to enhance services, strengthen client relationships, and generate consistent revenue.

From April 2026, MTD will require sole traders and landlords earning over £50,000 to maintain digital records and submit quarterly updates to HMRC. By 2027, this applies to those earning over £30,000. While the mandate brings new responsibilities, it also introduces more frequent client engagement—and that's where the opportunity lies.

MTD TRANSFORMS THE ACCOUNTANT-CLIENT RELATIONSHIP

Under the old Self Assessment model, accountants often worked with clients once a year. MTD replaces this with a quarterly interaction model, allowing accountants to:

- **Offer regular tax planning and performance reviews**
- **Detect issues early, like cash flow gaps or overspending**
- **Deliver real-time advice instead of reactive support**

This shift moves firms away from a compliance-only relationship and into strategic advisory territory.

NEW SERVICES YOU CAN OFFER WITH MTD

MTD enables accountants to introduce new, profitable service lines, such as:

- MTD onboarding: Helping clients select and set up HMRC-recognised software like Xero or QuickBooks
- Quarterly filing packages: Including data reviews, submission prep, and compliance checks
- Performance dashboards: Visuals on income, expenses, and profit trends
- Training & support: Webinars, checklists, and hand-holding to help clients adapt

These services can be bundled into monthly subscription models to build recurring revenue.

AUTOMATE AND OUTSOURCE TO SCALE PROFITABLY

More filing deadlines don't have to mean more stress.

Forward-thinking firms are:

- Automating MTD workflows
- Outsourcing MTD submissions and bookkeeping to trusted partners like Sapphire Info Solutions

This allows firms to serve more clients without growing headcount—and stay focused

SAPPHIRE'S MTD SUPPORT

At Sapphire, we help UK accounting firms:

- Manage quarterly updates and final declarations
- Train staff and support client onboarding
- Deliver white-labelled compliance services under your brand
- Use dashboards to give you full visibility into client status

We're here to make MTD efficient, scalable, and profitable for your firm.



SAPPHIRE SERVICES SPOTLIGHT

ANNUAL ACCOUNTS
We specialise in annual accounts production for a wide variety of clients such as sole traders, professionals & ltd companies.

TAX PREPARATION
Expertise in Personal & Corporate Tax Returns using TaxCalc, CCH & other softwares

BOOKKEEPING
Verification of bookkeeping data & preparation of VAT Returns ensuring clarity & compliance with UK accounting standards.

MANAGEMENT ACCOUNTS
We produce monthly, quarterly, semi-annually or according to your clients' specific needs.

PAYROLL
Preparation of weekly, fortnightly or monthly payslips & CIS Services compliant with UK laws.

FINAL THOUGHT

MTD isn't just a new rulebook—it's a growth strategy for firms that act early. By embracing digital transformation and realigning your service model, your firm can unlock:

- Better client retention
- More valuable services
- Stronger margins

Now is the time to lead—not lag.



MAKING TAX DIGITAL

HIDATO

Complete the grid so that number 1-72 connect horizontally, vertically or diagonally.

			42				52
33				45	48		
	3	1				55	
					60		15
			22				
7					12		18

Submit your completed Hidato & 7 Little Words to **bdm.k@sapphireinfo.net** for a chance to win a **£100** M&S e-gift card. Winners will be chosen through a random drawing from all correct entries and announced in our upcoming newsletter.

7 LITTLE WORDS

Find the 7 words to match the 7 clues. The numbers in parentheses represent the number of letters in each solution. Each letter combination can only be used once, but all letter combinations will be necessary to complete the puzzle.

CLUES:

1. The legal structure of a business that separates personal & business liability (11)
2. A financial ratio that measures the relationship between current assets & current liabilities (9)
3. Accounting method for allocating revenue over a specified period (8)
4. An accounting term for goods or materials used in production (9)
5. The excess of the cost of acquired assets over their market value (8)
6. A tax that applies to the sale of goods & services (8)
7. A financial report that tracks cash inflows & outflows (8)

LETTER GROUPS:

DE	RE	INC	O
C	T	LS	U
D	OL	AT	I
S	RE	G	A
M	AX	AC	IL

Submit your completed Hidato & 7 Little Words to **bdm.k@sapphireinfo.net** for a chance to win a **£100** M&S e-gift card. Winners will be chosen through a random drawing from all correct entries and announced in our upcoming newsletter.

HOW TO PRICE YOUR MTD SERVICES PROFITABLY

NEW REGULATIONS BRING NEW OPPORTUNITIES—BUT ONLY IF PRICED RIGHT.

As Making Tax Digital reshapes how you deliver compliance, it's essential to rethink how you **price and package your services.** With quarterly reporting, cloud software integration, and client training added to your to-do list, a flat annual fee won't cut it.

WHY PRICING STRATEGY MATTERS

MTD adds recurring touchpoints to the client journey. This means:

- More time spent per client
- More admin and submissions
- Greater need for scalable systems

If you're not pricing accordingly, you risk reducing your margins—or overburdening your staff.

3 EFFECTIVE MTD PRICING MODELS

01 TIERED MTD PACKAGES

Offer clear pricing levels:

- **Basic:** Client handles records, you file updates
- **Standard:** You review and file quarterly, plus support
- **Premium:** Fully managed MTD service including bookkeeping

02 BUNDLED MONTHLY SUBSCRIPTIONS

Turn one-time tax returns into year-round subscriptions:

- £50–£150/month depending on complexity
- Includes quarterly updates, bookkeeping checks, final declaration

03 ADD-ON PRICING

Keep MTD as a bolt-on to current services:

- Quarterly filing: £75–£100 each
- Year-end finalisation: £150–£250
- Software support or training: hourly rates

HOW TO SET YOUR RATES

- Calculate your **cost per submission** or task
- Factor in **team time,** not just filing
- Account for **software license fees** if reselling tools
- Use **value-based pricing** when offering training or insights

LET SAPPHIRE HELP YOU DELIVER PROFITABLY

By outsourcing to Sapphire, you:

- Reduce internal cost per client
- Handle more volume without hiring
- Keep profits healthy while maintaining quality

We offer:

- White-labelled MTD compliance workflows
- Scalable, flexible engagement models
- Transparent cost structures to help you price confidently

FINAL WORD

MTD can be a growth engine—**if you price like a business, not a technician.**



SAPPHIRE INFO SOLUTIONS
SmartSourcing, beyond Outsourcing

CASE STUDY: SEAMLESS OUTSOURCING TRANSFORMATION

BACKGROUND

A mid-sized accounting firm in Coleraine, UK, offering bookkeeping, final accounts, and tax compliance services, initially partnered with Sapphire Info Solutions on a Pay-As-You-Go model for peak-season support. As client volume increased and internal capacity became limited, the firm needed a consistent and scalable outsourcing solution.

THE CHALLENGES

Before adopting a full-time model, the firm faced:

- Limited in-house capacity for final accounts work
- Delayed client deliveries due to longer turnaround times
- Dependence on temporary staff during busy periods
- Workflow inconsistencies with ad-hoc support

These issues affected both efficiency and client satisfaction.

THE SAPPHIRE SOLUTION

Sapphire introduced a Full-Time Equivalent (FTE) model:

- Assigned a dedicated UK final accounts specialist
- Provided secure remote desktop access
- Managed 10–12 detailed final accounts monthly
- Ensured daily reporting, structured communication, and documentation

This seamless integration boosted the reliability of deliverables.

RESULTS

TANGIBLE OUTCOMES

- Delivered 120+ productive hours monthly
- Avoided internal hiring
- Reduced revisions due to higher accuracy

INTANGIBLE BENEFITS

- Over 30% faster turnaround, often ahead of deadlines
- Internal teams focused more on client relationships
- Lower stress and improved team morale

CLIENT FEEDBACK

“Partnering with Sapphire on the FTE model was one of our best strategic decisions. Their team understands UK final accounts and delivers reliably. They've become an extension of our team.”
— Director, Coleraine-based firm

CONCLUSION

Sapphire delivered a secure, scalable outsourcing model, enabling the client to sustain quality service without increasing headcount. Their proactive approach and reliability make them a valuable partner for accounting firms aiming to improve operational efficiency.

FOR MORE INFORMATION

To find out how Sapphire can help your business, visit our website **sapphireinfo.co.uk** or contact us at **info@sapphireinfo.net**

SAPPHIRE GLIMPSES


TaxAssist Conference


TaxAssist Conference


TaxAssist Conference


TaxAssist Conference


TaxAssist Conference


TaxAssist Conference

SAPPHIRE INFO SOLUTIONS (P) LTD.
Call @ 020 3002 6314
info@sapphireinfo.net
www.sapphireinfo.co.uk
4 Whiteleys Parade, Uxbridge Road, Hillingdon, Uxbridge UB10 0PD

- Customized Solutions
- Proven Experience
- Instant Teams Model
- Advanced Data Security
- Digital Leaders

VISIT US

SIGNUP FOR A
£250 BONUS
OFFER TODAY
Offer Valid till 30-10-2025