



**KILSBY  
WILLIAMS**  
Chartered Accountants

## **“WHENEVER YOU SEE A SUCCESSFUL BUSINESS SOMEONE ONCE MADE A COURAGEOUS DECISION” (Peter F Drucker)**

Some 25 years ago Andrew Kilsby and I formed the view that there was an opening in the marketplace to set up an Accountancy firm in South East Wales specialising in private family business with a particular emphasis on taxation. After many sleepless nights, we decided to take the plunge and open the doors of Kilsby & Williams. At the time we were both engaged by the international firm of Touche Ross (now Deloitte).

On our first day there was just Andrew and I along with Belinda Moore who was then quickly followed by Wendy Burden, Michelle Erickson and Simon Tee all of whom are now celebrating 25 years in business with us.



Our first office was essentially, two rooms in premises in Caerau Road from which we moved to Clytha Park Road, then Shire Hall before settling on our current offices in Celtic Springs. We now number 45 people with four partners although my founder partner, Andrew, has recently retired.

We still, very much, hold on to our original ideals in providing quality advice to successful private family business mainly within the environs of South East Wales, although we do have clients all over the UK, with particular emphasis in London.

I am proud of what we have achieved and should emphasise that we have an excellent cross-section of quality team members at Kilsby & Williams, all of whom play an important role in the business.

So, we should look forward to the next 25 years ..... although I may not be around to witness it!

Stephen Williams  
Senior partner  
Kilsby Williams

## Newport charity supports Microsoft's latest offering



A social network specifically designed for learning and teaching looks set to be integrated into the Office suite after being approached by US computer giant, Microsoft. The network was made possible thanks to initial support from Newport-based Alacrity Foundation.

Robert Dragan, Arun Wilson and Dale Bradley created Learnium Limited in 2012 after approaching the Alacrity Foundation for start-up funding. They received an investment totalling £250,000 from the Foundation backers which enabled them to develop their education-specific social network, designed to improve the student experience and enable effective online collaboration. The social platform allows student and teachers to link up online, collaborate on projects and documents and share digital resources.

The platform is available to all UK universities and colleges and has doubled its user base during the first six months of 2016. Microsoft invited Learnium, along with a select group of high flying companies, to integrate their product into their Office Online and Office mobile apps. The link up will allow all users to create, edit and save Office Suite documents to their Learnium user account from anywhere, anytime on multiple devices.

The Alacrity Foundation, founded in 2011, was established to provide entrepreneurship education to the brightest graduates throughout the world to create a new generation of British Hi-Tech companies. The Foundation, backed by Sir Terry Matthews, The Wesley Clover Corporation, The Welsh Government and the two founders of Admiral, David Stevens and Andrew Probert, has now helped the development of several technology companies including Learnium.

Supporting both the Alacrity Foundation and Learnium is Kilsby Williams in its capacity as accountants and tax advisors. The leading Welsh accountancy firm has assisted Learnium with Research & Development tax relief claims, which resulted in significant cash tax credits, allowing the company to invest in further product development.

## We have made a number of new appointments and promotions.



Simon Tee has taken over as managing partner of the business. Simon who is well known in the region will now take on the additional responsibility for delivery of the firms strategy as well as dealing with the day to day management of the business. Simon will continue to work with the portfolio of clients that he has built up during his time at the business.

Ataf Salim has been promoted to business services partner. Ataf has been with the firm for over 10 years and takes over responsibility for running the business services department which is over 20 strong, specialising in a number of accountancy related sectors including business expansion, valuations and expert witness work, due diligence, grants and commercial advice as well as accountancy and audit services.



Jonathan Harray and Anna Jones have been promoted to associate level. They are two of Kilsby Williams' most well-established staff, with great commercial awareness and technical ability.

Jonathan has been with Kilsby Williams for nearly a decade and specialises in advising SMEs on their structure, processes and accounting. Chartered accountant Anna has been a key figure for Kilsby Williams for over ten years and specialises in corporation tax advice on complex structures and commercial transactions.

Leighton Murphy and Matt Jeffery have been promoted to senior managers. Leighton is a chartered accountant who has been with Kilsby Williams for over a decade, during which time he has specialised in forensic accounting and expert witness work, as well as developing a portfolio of audit and accountancy clients.

Matt joined Kilsby Williams two years ago to head up the company's commercial property tax advice group. Over the last two years Matt has assisted many clients with commercial property to ensure they maximise their tax claims in this specialist area.



We welcome Thomas Furnell, Kathryn Hof and Alex Wellard to the business service team. Thomas graduated from Cardiff University with a 2:1 in Mathematics, Kathryn graduated from Swansea University with a 1<sup>st</sup> Class honours degree in Business Management & Accounting and Alex graduated from the University of Southampton with a 2:1 in BSc Politics and International Relations.

Ataf Salim, partner at Kilsby Williams, said "We are pleased to have Thomas, Kathryn and Alex on board and these new appointments will bring strength to our expanding business services department."

# CLOUD ACCOUNTING SOFTWARE

If current trends continue, the accountancy sector predicts that by the end of 2017, more than 90% of small and medium-sized businesses will be using cloud accounting software. The reasons for this are clear. It is convenient, it is inexpensive and the big software providers have put a lot of effort into making their products as user-friendly as possible.

Sharing data is an amazing thing. Keeping your books in the cloud means you are never more than a few clicks away from an up-to-date view of your business.

While Xero and Quickbooks Online are leading the way globally, they are not the only options. Many of our clients use Sage products. Whilst Sage have been slow to respond and are arguably still behind in the market place they have made significant improvements to their cloud accounting package Sage One since its launch in 2011.

Some of the real power of cloud accounting software lies in its flexibility. Xero alone offers over 500 add-ons giving flexibility to really bespoke your software. For example, if you have trouble getting paid on time you can use Chaser, if you need to track staff timesheets better Deputy is great, if you need cash flow forecasting then Float can be used.

Changing accounting software is a big decision and needs to be carefully considered in light of business needs. During the coming year our business service team will be discussing options directly with each and every client to make sure they get the best out of their accountancy software.



## SAGE 50 ACCOUNTING



Sage has finally made its move into the market of online accounting and developed a platform called Sage Drive to take Sage 50 into the cloud. Unlike other cloud based accounting packages Sage 50 accounts will not be completely reliant on a good internet connection as the software will still be loaded onto the hard drive of the computer. However, when linked via Sage Drive, the user will be able to access the software remotely and process live data. The benefits are numerous as the information held on the server will always be up to date. Sage Drive can also be linked directly to smartphones giving continual access to key management information.

Sage has also introduced direct bank feeds to its software. This allows bank transactions to be uploaded directly from the bank into the accounting system. This will speed up the time spent on the bank recording and reconciling whilst ensuring the accounting records are up to date and accurate.

Some key changes have also been introduced to the September 2016 update to improve the operational and reporting functions within the accounting software. The main changes are:

- invoices and payments can now be entered on the same screen;
- due dates can be entered directly for supplier payments and customer receipts to assist with cash flow forecasting and reporting;
- negative values such as customer discounts can be entered directly onto the face of an invoice;
- the drilldown function from the customer, supplier, nominal and bank activity screens has been improved to show the full transaction details.

If you wish to discuss Sage Drive please contact Michelle Erickson – [michelle.erickson@kilsbywilliams.com](mailto:michelle.erickson@kilsbywilliams.com)

## Contact Us

Tel: 01633 810081 • Fax: 01633 810077 • Web: [www.kilsbywilliams.com](http://www.kilsbywilliams.com)

Kilsby Williams; The firm's principal place of business and registered office is Cedar House, Hazell Drive, Newport, NP10 8FY

Every care is taken to ensure the accuracy of information in Talking Times, but Kilsby Williams accepts no responsibility for any errors which may appear, and articles do not constitute advice.

If you have any comments or suggestions, please contact Helen Vincent, [helen.vincent@kilsbywilliams.com](mailto:helen.vincent@kilsbywilliams.com).

Kilsby Williams is the trading name of Kilsby & Williams LLP (Partnership No. OC 304182)

