

Synergee Ltd

Synergee achieves profitable growth through outsourcing

Synergee Ltd, a progressive practice of chartered accountants and business advisers based in Tunbridge Wells, was formed in July 2007, when chartered accountants Darren Austin and Matthew Allen bought themselves out of an established practice

A partner for growth

IRIS OpenResourcing from IRIS Accountancy Solutions has provided valuable support to the two business partners as they have built their practice. Darren Austin explains, "We outsource the majority of our accounts production work.

On opening the practice, we started with 100 hours a month, expanding to 150 hours a couple of years ago, and reaching 200 hours a month last year."

Nearly five years on, the practice has a thriving client base of limited companies, partnerships and sole traders. Matthew Allen adds, "We don't make any secret of the fact that we outsource our number-crunching work and our clients seem perfectly happy with this arrangement." Although outsourcing is sometimes criticised for taking UK jobs, Synergee has grown its in-house team. Darren says, "The difference is that we've been able to grow our team at the top end. We've taken on two full-time certified accountants who bring great value to our clients, with a third about to join us. Outsourcing frees us from the need to recruit the next level down."

Hit the ground running

Darren highlights the savings - in time and money - that outsourcing brings: "Our 'virtual team' hit the ground running: every hour for which we are billed is a productive hour of real work.

There's no downtime and we don't have to worry about training; it's all taken care of. There's no need to invest in computer kit or software licences either."

Contact between Synergee and the outsourced team is via email, Microsoft Messenger and secure website interchange. Commenting on their choice of outsourcing partner, Matthew says, "We have used the IRIS OpenResourcing service since day one of Synergee Ltd. It meant that we could start with the two of us, plus what was effectively a full-time employee but without the overheads.

Having worked with IRIS OpenResourcing in our previous firm, it was the obvious choice. We knew that the quality of the work is consistently very good and were very happy with the systems that IRIS OpenResourcing has in place to ensure that the work flows smoothly and is of consistent quality."

Darren sums up, "We simply could not have opened up our own business and grown it so successfully without IRIS OpenResourcing as our outsourcing partner."

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