



Inform Direct delivers automated CoSec solution for Northern Ireland Accountants

The growing challenge of keeping on top of client filing deadlines in a busy and expanding accountancy practice propelled a Northern Ireland firm to turn to Inform Direct for help.

Malone Accounting, which has offices in Newry and Newcastle, realised that its manual method for recording key filing dates in the form of an Excel spreadsheet was not the optimum solution for keeping track of every client's details.

Automated solution

Director Aidan Malone says: "As our practice grew we were aware that in order to fulfil our company secretarial responsibilities, we needed to take action. The spreadsheet system and dealing directly with Companies House were becoming onerous and we needed a more automated way to handle this aspect of our service.

"We could see straight away that Inform Direct provided a much better solution, both in terms of being easier to manage and also giving reassurance that we weren't missing anything. It's also very cost-effective when you consider the time we save inputting changes which means we can focus on other aspects of our service.

Best technology

Established more than 40 years ago, the family firm started by Aidan's father now has three of the next generation working in it – Aidan, Brendan and Grainne. From the very early days the ethos has always been to embrace the best technology on the market to handle specific areas of its work, including CoSec in 2015.

Currently Malone Accounting has around 150 of its SME clients on the system and is seeing benefits across the board.

Aidan continues: "With the need to only enter client data once, all the details are there which means that when you create fresh documents, they are pre-populated which saves time and reduces the risk of inputting errors.

Greater visibility

"Managing deadlines is so much easier than using the Companies House system and with the green/amber/red colour coding in Inform Direct, we have much greater visibility in terms of approaching due dates for clients' accounts and confirmation statements.

"We find all the compliant document templates really helpful. Not only are they so quick to produce – confirmation statements and share certificates can be created in literally one minute – they look really professional too."

The practice has also embraced continuing enhancements to the software including the ability to file micro-entity accounts with Companies House, which ensures that they are submitted in a fully compliant format and can be tailored for presentation to shareholders. There are currently nine people in the Malone team and all use the software, in addition to one or two clients who have their own access to make changes.

Getting started was also very quick and easy: with support from the Inform Direct team, all client data was loaded onto the system from an Excel spreadsheet and by retrieving other details directly from Companies House.

Process reviews

Aidan concludes: "We firmly believe as a practice that you need to review processes each year and if necessary make changes to ensure you are providing the best possible service for clients in the most efficient way. As a cloud-based practice we do this and Inform Direct fits well into our ethos of harnessing the best technology we can to help us do our job.

"I frequently recommend Inform Direct to other accountants, encouraging them to try it out so they can see for themselves that it is way better than anything else on the market and enables you to deliver a truly professional CoSec service."