

## CASE STUDY

# SPACE TO GROW: How Accountancy Assist used Receipt Bank to triple their capacity

### AT A GLANCE



#### THE FIRM

Accountancy Assist  
UK



#### THE PROBLEM

Limited data entry  
capacity, impossible to  
chase everything



#### THE SOLUTION

Automated data extraction  
with Receipt Bank to  
boost capacity



#### THE RESULTS

Clientbase has grown from  
50 to 140 over the space of  
one year

In March of last year, Murat Kurt had 50 clients, running his firm **Accountancy Assist** alone. In April, he became a Receipt Bank Partner. Now, about a year later, he has almost tripled his client base – all without having to take on any staff! Here's how he did it in his own words.

I have a Bachelor's degree in Business Administration and am also an AAT Member. I'm currently studying completing my Chartered Tax Adviser qualification with the Chartered Institute of Taxation UK.

At my practice, Accountancy Assist, I mainly work with city professionals, but I'd like to expand my portfolio. I only use cloud software, mainly Sage Accountant Cloud and Receipt Bank.

As I study to become a Chartered Tax Adviser, I've been focusing on tax issues and ensuring that I give all my clients up-to-date information. I also make sure that I respond to clients' enquiries on the same day that they're sent.

I used to use Excel for bookkeeping, but I rarely do now because of Receipt Bank – and in doing so, save a huge amount of time. All invoices and receipts from my clients come through Receipt Bank, and it's so easy to publish

**“ It's so easy to publish all the receipts and invoices from Receipt Bank through to Sage. That's why I'm able to grow without adding more staff. ”**

them through to Sage under the right nominal code. That's why I'm able to grow without adding more staff.

I worked for various small and medium sized practices before I started working for myself. Recording invoices one by one manually in a spreadsheet or directly in an accounting software takes a lot of time – and time means money!

In addition, with such a busy work life, it wasn't always possible to meet clients fact-to-face, and chasing them to post or email in their documents was time-consuming. That's why I started looking for an expense data solution.

**“ I wasn't always able to meet clients face-to-face and chasing them was time-consuming. ”**

Last year, I attended the Sage Summit and saw the Receipt Bank stall there. I had some great discussions at the stall and then over the phone, before deciding to become a Receipt Bank partner.

When I started using Receipt Bank, I saw that it was so easy to use – the software is amazing and all the functions are great. Combined with Sage, it's allowed me to really up my game!

When I became a Receipt Bank Partner in late April 2017, I had around 50 clients. A year later I'm still working alone and I have around 140 clients – way more than I expected to be able to take on in a year! I couldn't do it without Receipt Bank to be honest, the admin would just take up so much time.

I have one supermarket client based in Newcastle and as you would imagine, supermarkets have so many invoices. Without Receipt Bank, it would be really difficult for me to do their books every quarter, I don't even want to imagine processing each invoice one by one – I just couldn't do it!

I think now I could even manage 200 or 250 clients by myself. I think getting my CTA will help with this, and potentially taking on a business partner in the near future to aid with growing my client base and taking on larger clients.

**“ I don't even want to imagine processing each invoice one by one – I just couldn't do it! ”**