Veritas Platform

We have the following products which can be purchased via salary sacrifice

Bikes

Childcare vouchers

Mobile phones

Laptop computers

Cars

These products are procured by 2 secure portals

One provided by our partner TC Harrison for the cars

And the other products from our partners at the Salary Exchange

Veritas charges the intermediary £50.00 plus vat per month for the above products enabling the intermediary to put the schemes in place for their own staff. This is paid by Standing Order

Thereafter we charge each practice £40.00 plus vat per month per scheme invoiced monthly and collected by GoCardless direct debit.

We have another benefit that is optional for your clients

1 benefit package charged at £6 per person per annum plus vat (monies collected monthly by direct debit by our suppliers)

The areas of advice where we would expect the accountant include the following

Remuneration planning

Budgeting

Tax and NI savings

P11d

Company cars/allowances

Payroll

Added value product

Client/staff retention tool

Low cost morale boost for employees

Helping the employee’s disposable income stretch

Helping win new clients

The salary sacrifice schemes are generally introduced one at a time over a period of a few months so as not to overload the client but it is possible for everything to be operational from day 1

Additional training videos on the products and various marketing ideas will also be available

In terms of billing your client we have a number of examples

1/feasibility study (upfront fee)

2/additional monthly fee (exit strategy)

3/percentage of savings (although this will not always be possible with smaller clients)

4/advisory time

5/flat fee

In terms of who to market

Those that have company cars /and or employees with car allowance

Those running a childcare scheme (we only charge 4% of the corporate NI savings whereas our competitors charge up to 9%) It is a seamless transition to move providers.

Those with cash flow issues

Those clients wishing to give a lower pay increase (rewards often softens the lower increases)

Those clients looking to make tax savings

Those who would like to offer holiday exchange (5 days are the HMRC limit so the accountant does the workings and charges the fee)

Package the product with Payroll and RTI

Those clients wishing to provide a low cost morale boost for staff

Those clients wanting to help their staff s disposable income stretch further

Helps to win clients by distinguishing you from the norm

Those looking to tie in and reward key employees

The product is best suited for employers with 10/15 staff plus

Those employees on paye

Limited companies

4 member LLP’s

For those directors where salary sacrifice is inappropriate regarding cars then we have a specially negotiated contract hire rate which may be of interest