

Case Study

Revas Accounting: how outsourcing saved money for People Unlimited

Client

People Unlimited specialises in placing people in charities, non-governmental organisations (NGOs), health, education, social care and arts organisations. Last year it helped over 500 people find their ideal permanent, temporary or contract job and had turnover of £4.1m. People Unlimited also runs **forum3**, Europe's largest recruitment fair in the not-for-profit sector.



David Lale, Chairman of People Unlimited, chose Revas because:

"I liked their innovative approach and was impressed by their specialist knowledge of the recruitment industry."

David's subsequent dealings with Revas have confirmed that initial decision. He says,

"I've been very impressed with the calibre of everyone in the Revas team I've met so far. They have really taken the time and trouble to understand our business and I value their commercial acumen which has resulted in significant cost savings. We've built up a very strong working relationship and I view them as a trusted business partner."

David Lale, Chairman of People Unlimited

Challenge

People Unlimited found that the high capital and time costs associated with employing an in-house finance department were not sustainable. As a result, outsourcing remained the best option.

Solution

People Unlimited contracted Revas in April 2008 to provide a full accountancy service – effectively acting as the firm's in-house finance department. With access to Revas' considerable expertise on tap, **payroll savings alone amount to over 10%** - and that's without counting the savings in employee benefits, infrastructure, licences and the release of valuable desk space.

As part of its full outsourcing package, Revas is responsible for:

- Raising purchase invoices
- Paying suppliers
- Credit control and liaison with credit factoring agency
- Handling banking and petty cash payments
- Reconciling accruals and pre-payments
- Preparing monthly management accounts, which are available online
- Administering the fixed asset register
- Producing cash flow forecasts
- Managing gross margin reporting necessary for consultants' commission to be calculated
- Running the payroll, which is integrated with Revas InTime automated timesheet software
- Analysing costs and identifying where savings can be made.