

The simple world of HMRC...



HM Revenue
& Customs



The real world...





The real world...





The future ...



The road ahead



How to prepare for MTD

The logo consists of a blue circle with a white border, containing the letters 'CA' in white. This circle is positioned on a vertical grey bar that has a circular gradient effect, transitioning from light to dark grey.

CA

- Read all about it
 - Search MTD on icas.com
- Talk to your clients – see where they're at
 - Problem businesses
 - Internet connection issues
 - Computer literacy
 - What do they think?
- Formulate a plan to deliver cloud services



ICAS White Paper

www.cloudproposition.co.uk

“How to create your firm’s cloud proposition”

1. Do we have a strategy?
2. Refining the proposition
3. Market research
4. Selecting the right software
5. A workflow that works
6. Training to become cloud experts
7. Clear marketing objectives

Get your team ready

The logo consists of a dark blue circle with a white border, containing the letters 'CA' in white. This circle is positioned on a vertical grey bar that has a circular gradient pattern on its left side.

CA

Computer literate

- Data extraction, movement, analysis
- Experts in cloud systems

More client facing

- Educating – how to use cloud systems
- Training – how to keep better records

Get your clients on board



Start talking to them now about:

- What MTD entails
 - Many have not heard about it, even fewer understand what it is!
 - Make sure you make it crystal clear this is being forced upon them by the government, not by you!
- What it will mean for their bookkeeping etc.
- How you can help them prepare

Do not...



It's coming – like it or not!