

## BY GEORGE... IT'S GOING TO GET TOUGHER!

***England have been knocked out of the world cup and here at home, the emergency budget will inevitably have a 'knock out effect' on small businesses and introduce very challenging and difficult times for us all.***

Chancellor George Osborne insists his budget is 'tough but fair'. The outlook however doesn't bode well for small businesses who will have to contend with a whole raft of crushing blows like:

- ***A VAT rise to 20% in the new year***
- ***6 years of spending cuts that will affect every business***
- ***57% of small businesses refused bank loans (IoD research)***
- ***A weaker pound that will impact on raw material imports***
- ***Planned strikes that will have an inevitable knock on effect***
- ***Public sector earnings freezes resulting in employee unrest***

All in all, this is not a 'pain free' situation and the implications are far reaching for every business.

The key question is, ***is there hope in all this gloom?*** The answer is a resounding YES! The clear benefits of outsourcing key aspects of your business will now become a vital factor in maintaining healthy profits and also retaining your competitive edge. "*Millions of tax returns could be outsourced to India*", Computer Weekly claims and Global Infosys have seen a marked increase in new clients who have observed the outsourcing model from a distance and have now 'come on board' with the concept and have found it to be the perfect solution in the current business environment.

***"Do what you do best and outsource the rest"***

***Practically any business process that has to be done but does not directly add value to the business can be outsourced. Proven benefits can flow from the movement of back office administration tasks such as Tax, MIS, book keeping, VAT, accounts preparation etc to a specialist service provider, releasing valuable time and resources for core business activity***

## WHY OUTSOURCE?

Businesses in the UK will be hard pushed to maintain their competitive edge as operating costs are predicted to rise, staffing issues will inevitably push some businesses to the edge and material costs will increase in a strained global environment.

Few businesses could operate profitably very long without owners and managers having access to accurate and timely financial information. GI are able to process all the requisite financial information required and return those all important, 'timely' management information for the smooth running of the business. Due to the speed and experience of the India team, we're able to guarantee this quality delivery on a regular basis.

Clearly, accounting is an example of an important but noncore function. Thanks in part to advances in technology and bottom-line pressures, businesses of all sizes are turning their accounting processes over to outsourcers with superior software, computer technology and manpower - who often can do a better job at a lower cost. GI are positioned to do just that!

## CASE STUDY

## Accountancy Client

*"Thank you GI for my get out of jail card!"*

These were the very words used by one of our new clients, who until recently, had been using one of our competitor's services and had decided to do the sensible thing by swapping over to Global Infosys.

*The past issues they were presented with:*

1. A total lack of communication (for the most part)
2. After repeated explanations the work was still wrong
3. A constant changeover of account managers
4. No UK presence to deal with immediate issues
5. Having to deal with time differences
6. A lack of up to date software knowledge
7. Work checked as correct but replete with errors

*The GI client guarantee:*

1. Maintain coherent levels of communication at all times
2. Regular updates on project workflow
3. One dedicated account manager
4. All senior staff are UK trained and good communicators
5. UK head office in Harrow - instant contact
6. High level training on all working software
7. All work is Quality Cell checked with guaranteed delivery

***It pays to pay the best!***

For further information contact:

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## MAN ON THE MOVE



After serving GI UK operations for 7 years, **Kehul Patel** is ready to re-locate back to Mumbai and take up his new post as **Vice President** of the India operation. This is a great career opportunity for Kehul, who has cut his teeth in the UK and will take with him all that experience to add further knowledge and 'home grown' intel to the growing team in Mumbai. We naturally wish him all success in this new role.