

Success Story

Helping businesses grow in partnership with Sage

BDO Business Services partners with Sage to provide comprehensive financial solutions that help entrepreneurs build, scale, and grow their businesses.

“With Sage, we go beyond numbers and build relationships to offer solutions that extend far beyond standard packages.”

Mphahlela Mokgatle

Head of Entrepreneurial Business, BDO Business Services



Building relationships beyond numbers

Many entrepreneurs struggle with financial management, scaling difficulties, and governance challenges. Traditional accounting providers often focus on transactions rather than relationships, leaving business owners without the strategic guidance they need to grow confidently and secure funding opportunities.



Shared growth, lasting partnerships

Both Sage and BDO share a commitment to building lasting partnerships that support business growth. This alignment creates a foundation for entrepreneurs to scale confidently, knowing they have access to both cutting-edge technology and experienced strategic guidance.



Partnership over product sales

The Sage-BDO partnership delivers relationship-based solutions that go beyond software licensing. Together, they provide integrated services including accounting, payroll, and tax management, supported by real-time insights and strategic guidance that helps entrepreneurs make informed decisions.

Sage

Company

BDO Business Services

Location

South Africa

Industry

Professional Services



About BDO Business Services

BDO Business Services is an entrepreneurial firm that partners with SMEs, family-owned businesses, and multinationals to build and scale operations.



“Our partnership with Sage is relationship-based, not about license sales. We grow together, finding client solutions and fixing problems as a team.”

Mphahlela Mokgatle

Head of Entrepreneurial Business, BDO Business Services

Partnership beyond transactions

BDO’s relationship with Sage centres on solving client problems rather than selling licenses. This partnership-first approach means bringing in specialists and building custom solutions when standard packages don’t fit specific business needs.

Real-time data drives decisions

The Sage cloud-based systems provide live financial data that transforms how entrepreneurs operate. Instead of waiting months for historical reports, business owners can access current performance metrics, enabling strategic decision-making based on real-time insights.

Integrated services create efficiency

BDO combines accounting, payroll, and tax services through Sage platforms, creating seamless workflows. This integrated approach reduces costs and complexity while ensuring all financial elements work together harmoniously for better business outcomes.

Advanced features support growth

Sage inventory management automatically updates stock levels and identifies slow-moving items. For multi-location businesses, platforms like Sage Intacct provide granular insights into performance across different branches and subsidiaries.

Building funding-ready businesses

Many entrepreneurs aren’t prepared for funding conversations due to poor financial management. BDO helps structure financial systems through Sage platforms, ensuring governance, tax compliance, and strong financial statements that attract investors and lenders.

Trust structures and planning

BDO uses Sage systems to implement complex business structures like family trusts, managing capital gains tax implications while creating sustainable frameworks that protect businesses across generations and family changes.

Weekly reconciliation eliminates stress

Rather than struggling with month-end processes, BDO maintains live books through Sage platforms. Weekly reconciliations mean entrepreneurs always know their financial position and can address issues immediately rather than discovering problems weeks later.

Strategic advisory beyond numbers

The partnership enables BDO to provide strategic guidance using Sage data insights. Entrepreneurs receive advice on cash flow management, operational efficiencies, and growth opportunities based on comprehensive financial analysis and industry experience.



“Partnering with Sage means shared value and real support. They help us grow our practice as much as we help businesses grow.”

Mphahlela Mokgatle

Head of Entrepreneurial Business, BDO Business Services

Technology enables personal service

Sage platforms allow BDO to maintain personal relationships while handling complex requirements. Entrepreneurs can call for immediate answers about solvency or performance metrics, supported by real-time data access.

Preparing for opportunities

Proper financial systems through Sage platforms ensure entrepreneurs never miss opportunities due to inadequate documentation. When major deals arise, businesses have audited financials, tax clearances, and governance structures ready for presentation.

Transparency builds confidence

Both Sage and BDO prioritise honest communication about costs, timelines, and realistic outcomes. This transparency helps entrepreneurs make informed decisions and builds lasting relationships based on trust rather than sales pressure.



Sage

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