

Pricing Guide

Sage for Accountants

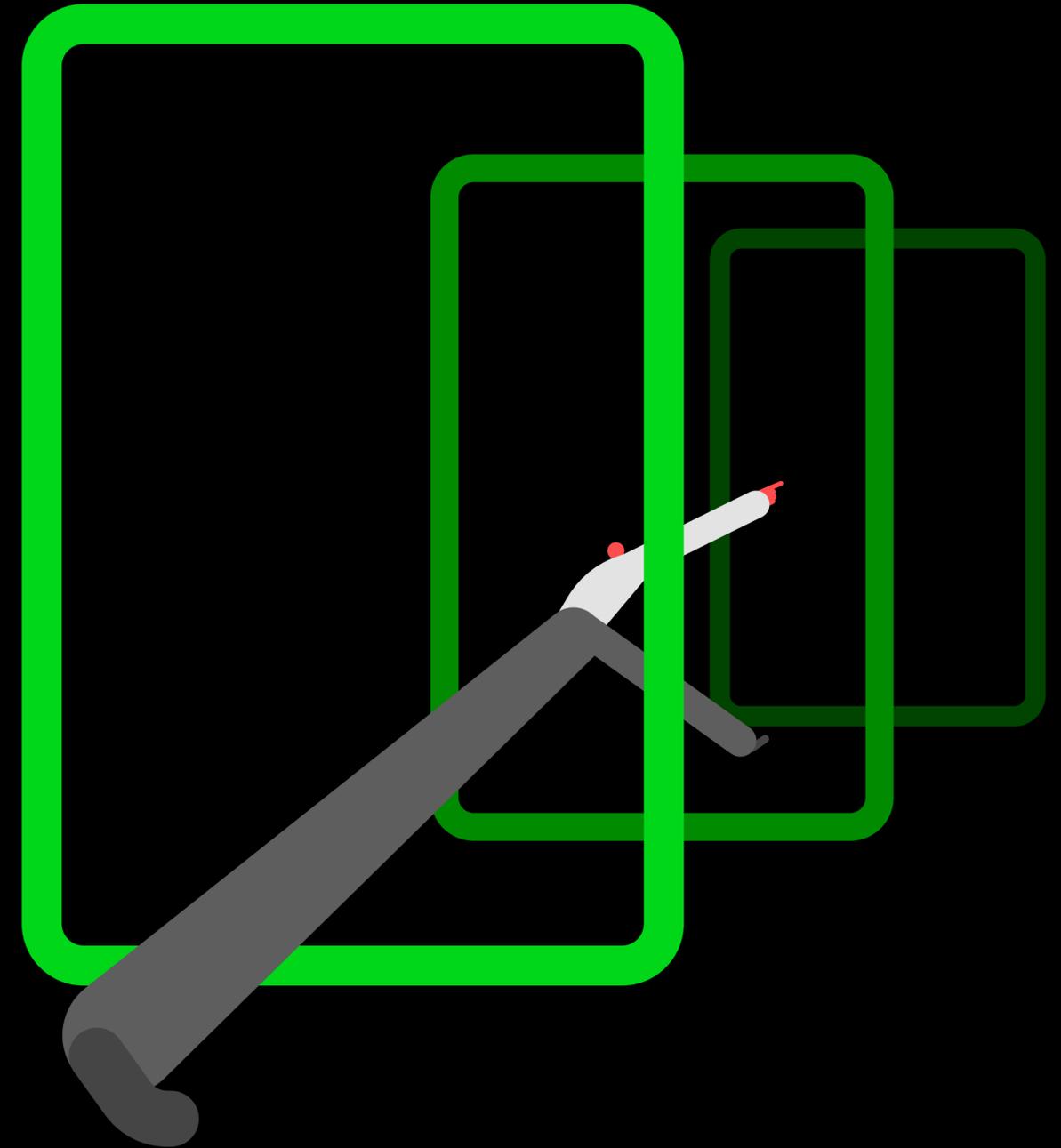
As the world is getting more complex,
Sage is making business simpler.

Sage



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Everything you need for your practice and MTD under one roof

Sage for Accountants takes your practice from proposal to advisory. It is the smart way to control and manage all the tools you need for your business, clients and people, so you and your practice can achieve positive impact on client and drive profitable practice.

A truly connected, digital experience built around the way that you work, so you can remove the complexity of repetitive tasks and deliver valuable advice and insight, by providing amazing experiences for your clients and your team, that are always fully compliant.

A single end-to-end solution for your practice and ALL your MTD ITSA clients: from those with the most simple affairs, to those with complex income and property interests.

Ways to win back your day

One system that lets you see beyond the numbers. Enabling an optimised and efficient client workflow for Accountants, from client proposal to tax.

- Don't let scope creep and profit slip away with professional proposals to price work consistently.
- Never miss a deadline or client opportunity with vital information right where you need it.
- Automate data capture to tax submission for less paper chasing and manual admin.
- Help clients grow with access to all the advisory and MTD tools you need.
- Build and deliver a clear, confident and profitable plan for MTD that minimises disruption/risks and maximises opportunity.

Pay as you go. Save as you grow

Single, transparent, per-client pricing.

- Pay per subscription with simple per client pricing.
- Get exclusive discounts off Accounting RRP. Earn Sage Points for each new subscription.
- The more points you collect the higher your practice discount.
- Your practice discount is applied across all of your clients.

Sage for Accountants is free, and you get Client Management, Accounting and Payroll completely free for your practice.

Sage for Accountants



Win and onboard more profitable clients.



Get bookkeeping and tax work done for clients.



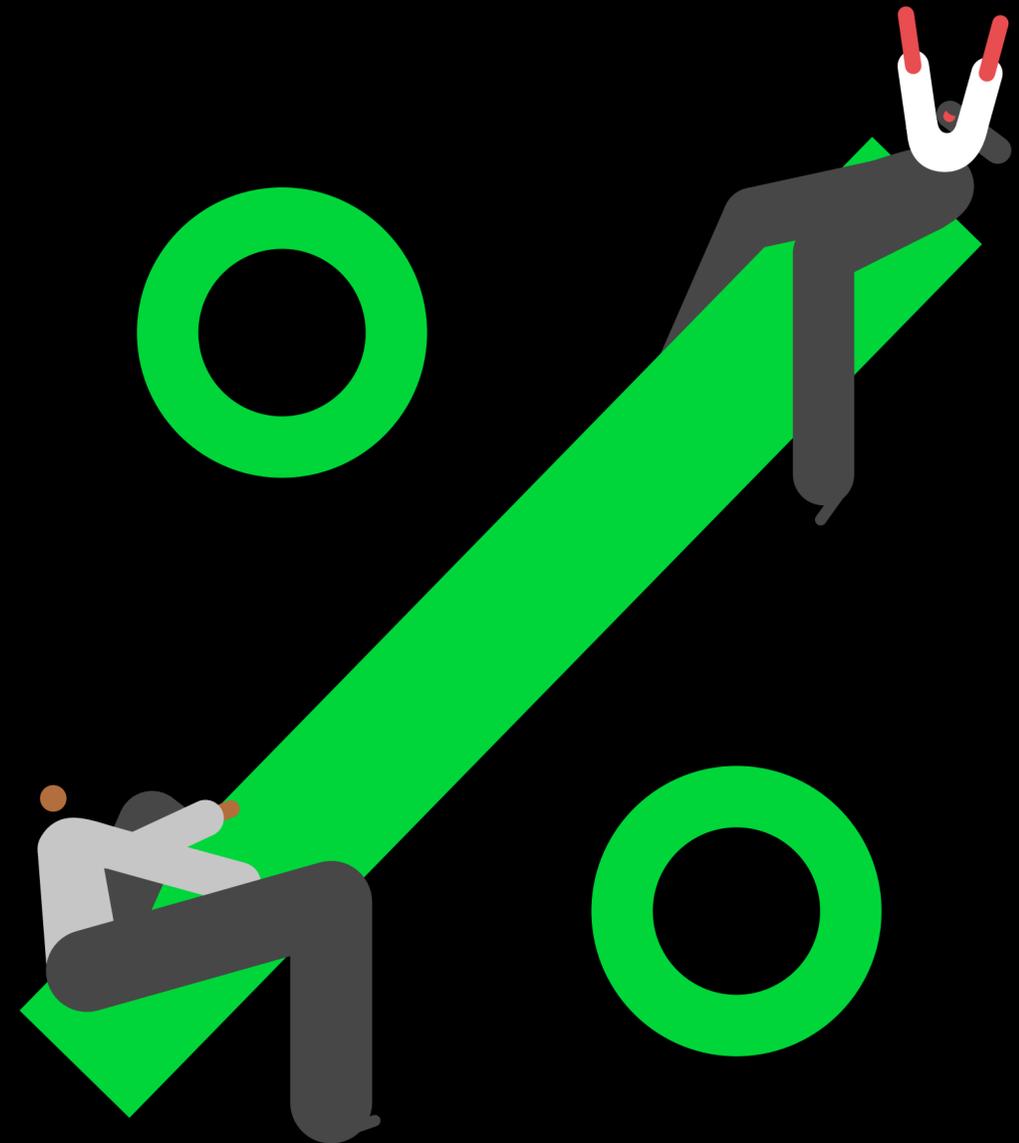
Manage clients effortlessly in one place.



Membership with support and rewards as you grow your practice.



Give advice with confidence to your clients.



Per client pricing model

	Bookkeeping				Payroll							
	Individual	Start	Standard	Plus	1-5	6-10	11-15	16-25	26-35	36-50	51-75	76-100
					Fees							
RRP per client	£6.00	£12.00	£24.00	£30.00	£7.00	£12.00	£17.00	£27.00	£37.00	£52.00	£77.00	£102.00
Points per client	5	5	10									
Discount off RRP	33%	50%	58%	60%	29%	17%	12%	7%	5%	4%	3%	2%

Discount % Points

Discount %	Points	£4.00	£6.00	£10.00	£12.00	£5.00	£10.00	£15.00	£25.00	£35.00	£50.00	£75.00	£100.00
0	0-49												
5%	50-99	£3.80	£5.70	£9.50	£11.40	£4.75	£9.50	£14.25	£23.75	£33.25	£47.50	£71.25	£95.00
10%	100-199	£3.60	£5.40	£9.00	£10.80	£4.50	£9.00	£13.50	£22.50	£31.50	£45.00	£67.50	£90.00
15%	200-499	£3.40	£5.10	£8.50	£10.20	£4.25	£8.50	£12.75	£21.25	£29.75	£42.50	£63.75	£85.00
20%	500-999	£3.20	£4.80	£8.00	£9.60	£4.00	£8.00	£12.00	£20.00	£28.00	£40.00	£60.00	£80.00
25%	1,000-4,999	£3.00	£4.50	£7.50	£9.00	£3.75	£7.50	£11.25	£18.75	£26.25	£37.50	£56.25	£75.00
30%	5,000-9,999	£2.80	£4.20	£7.00	£8.40	£3.50	£7.00	£10.50	£17.50	£24.50	£35.00	£52.50	£70.00
40%	10,000+	£2.40	£3.60	£6.00	£7.20	£3.00	£6.00	£9.00	£15.00	£21.00	£30.00	£45.00	£60.00

	Compliance for business	Compliance for individuals
Per client pricing model	Final accounts + corporation tax	Personal tax
Points per client	5	1
Price	Free	Free

Volume Purchase Agreements

Transparent pricing means you only pay for what you use, when you use it.

New Volume Purchase Agreements (VPA) let you plan ahead with the right solutions that are aligned to all your clients' needs.

Sage Points unlock greater discounts, without the need to pay for bulk purchases. You'll only pay for what you use, all at the best price.

Make business flow with Sage for Accountants and a VPA

Simply let us know how many client subscriptions you want access for over a 12 or 24-month period. Then agree, sign, and unlock greater discounts straight away with a VPA.

A VPA is your contract and commitment to a set quantity of client subscriptions and Sage Points. You can easily track your progress, and only start paying as you drawdown and activate each client subscription. Your VPA supports your Practice Success Plan, ambitions and goals, client needs for digital ways of working, and the right solution of choice decisions. Deliver your plan, your way, and track your progress for success.

Put your plan in action. Plan ahead and secure your best price from day one.

Ready to start saving?

Then a Volume Purchase Agreement is the way forward.

1. **Contact Sage** on (inbound line) or book a call (link for book a consultation).
2. **Agree and sign a VPA** through DocuSign.
3. **Start adding** client subscriptions.

Sage Points

Earn Sage Points when you add a new client subscription. Adding more subscriptions unlocks even larger savings will be automatically applied to your subscription on the next billing cycle.

If you already set up a Volume Purchase Agreement with Sage, you'll receive a certain number of Sage Points subscription that you plan to take out over the term of this Agreement. [Learn more about Sage Points and](#)

500 Sage Points **20% off product subscrip**

Volume Purchase Agreement Active

Contract name	Start date	End date
Volume Purchase Agreement 2	20 July 2022	20 July 2023
Volume Purchase Agreement 1	15 July 2021	15 July 2022

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Sage Points statement

Date	Client name	Product subscri
14 May 2021	Cookie Company	Accounting Plu
15 April 2021	Cookie Company	Payroll 50
31 March 2021	Pizza Party Co	Payroll 50
22 February 2021	Donut Delights	Donut Delights

Your work, your way



Win and onboard more of the right clients

Run a business where they're highly valued by their clients, and paid profitably and consistently for the hard work they do.

- Professional proposals: Break services down line by line and choose the pricing type that's right for that service—creating transparency and a fair way of showing clients what they're buying, and how the cost is built up.
- Automate engagement letters: Minimise risk with fully compliant, smart engagement letters that can be sent, signed, and returned electronically from the same place, with all the sophistication you need.



Effortlessly manage clients and tasks in one place

Never miss a deadline or client opportunity, use Client Management to get fast access to client work, organise your clients, and improve collaboration.

- All your clients in one place: access your clients from one list. Sort clients into folders and then easily tag, search, filter, and find from this single view.
- One-click access to client work: access client subscriptions and minimise data entry with fully integrated tools.
- Join forces with your team: invite and manage users, set permissions for secure data access, and collaborate with colleagues on client data.
- Make more informed decisions: make business-critical decisions on time with a clear view of vital information.
- Control at your fingertips: self-serve client subscriptions with full control.



Bookkeeping and tax work done

For clients to complete their tasks on time, every time, it's important to have access and insight to accurate information.

- AutoEntry by Sage: no more manual paper chasing—quickly and easily automate and streamline data entry to become more efficient and profitable.
- Sage Accounting: work on live client information, save time, and get a complete view of your clients' finances.
- Pay people in four steps: a simple process within Sage Payroll, built with RTI and auto-enrolment functionality, that lets you automatically sync with Accounting so it runs directly into your accounts.
- Keep clients onside for Making Tax Digital: no more paper chasing—automate manual data entry and get them to keep digital records.



Advise clients with confidence to drive their success

Get advisory tools and expert advice on hand. with insights to help clients grow, give them informed direction that helps their business grow.

- Accurate and instant: P&L and balance predictions are automatically generated from historical transactional trends.
- Adjustable and insightful: Additional forecast assumptions can be easily added. Cash flow, P&L, and balance sheet KPIs provide an instant backdrop for recommendations.
- Manageable and trackable: Deep dive into real-time business performance across the cashflow, P&L, and balance sheet. Due dates of all invoices and bills can be adjusted to instantly see the cash impact of debtors.



Membership with support and rewards as you grow your practice

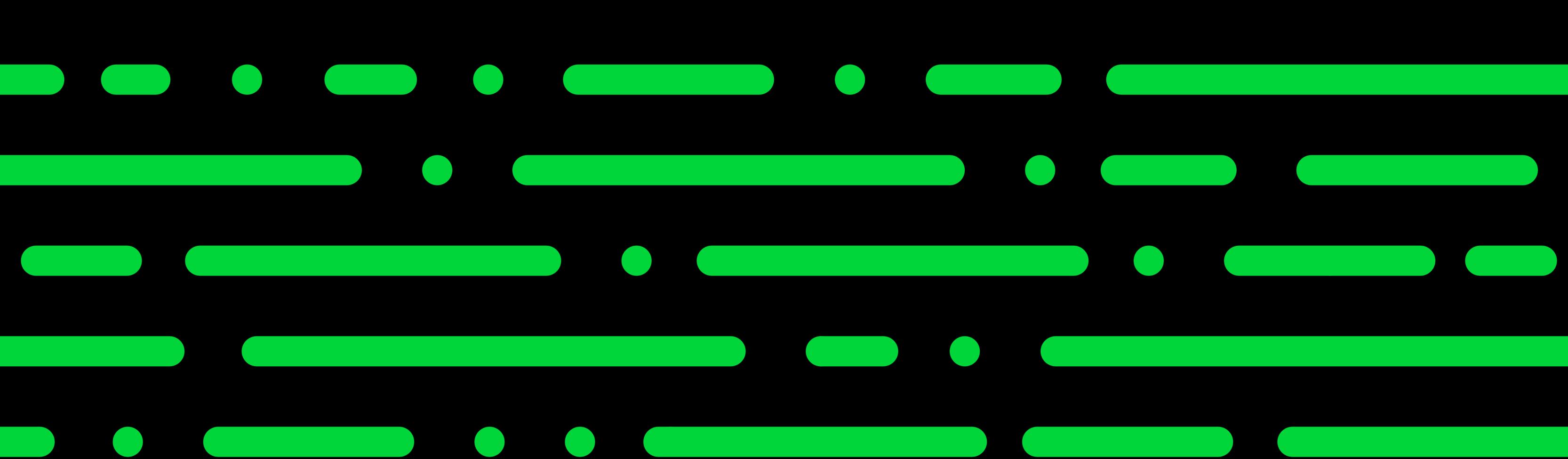
Members of the unique community of Sage benefit from brilliant expert advice, connections, and conversations—giving them a sense of belonging and fuelling their confidence to thrive.

- Easy to use software, designed with you in mind.
- Expert business advice.
- Easy access to Sage University.
- Reward and recognition.
- Exclusive benefits.
- Free practice subscriptions.
- Sage Champions—a unique community of peers and partners.

For more info, visit:

sage.com/accountants





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0800 092 8091

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