

Success Story

African accounting firm looks to the cloud to streamline business

Khumalo and Mabuya Accountants uses Sage Business Cloud Accountants Edition to transform their business and reduce costs



Khumalo and Mabuya Chartered Accountants is a 100% black-owned and managed accounting firm founded in 2014. The firm specializes in accounting, taxation, auditing and business development for small, medium and large businesses. Their goal is to become a major player in the SMME sector/segment throughout the African continent, growing by 1,000 SMME's annually. Sage Business Cloud Accountants Edition plays a key role in their continued growth as they can now look to expand beyond borders with greater ease.

Key outcomes

- Reduction in payroll administration from five hours to a minute
- Simple approach to journal entries from payroll to accounting, at the click of a button
- Automated bank feed integration provides up to date bank statements daily, as opposed to monthly
- Sage cloud-based system allows a reduction of client site visits, saving time and cost
- Client number growth averaging 60% year on year

The Sage logo, consisting of the word "Sage" in a bold, sans-serif font.

Company

Khumalo and Mabuya Chartered Accountants

Location

Bryanston, South Africa

Industry

Finance

Sage Products

Sage Business Cloud Accounting



About Khumalo and Mabuya Chartered Accountants

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A growing business with growing demands

Khumalo and Mabuya's desire to grow and expand was also their greatest source of frustration. As they sought to grow their client base they were slowed down by the fact that most of their clients were still using on-premise software. This meant they had to make off-site visits to each client. As their numbers grew, they struggled to make these visits on time, with a knock-on effect that their reports were also filed late. Their desire to grow the business led them down a path of innovation and embracing technology.

"Our goal was to ensure that moving forward, we needed to on-board our current and future clients to a cloud-based system, centralizing our working platform making it easier to access data anywhere, anytime, on any device," explains Peterson Khumalo, Managing Director, Khumalo and Mabuya Chartered Accountants. "We wanted a system that could provide the level of integration we need, and ensures we can produce statutory compliance reports on time."

After researching many different accounting systems, the decision was made that Sage Business Cloud Accounting Edition would be the best solution for the practice. The decision was largely centered around the need for a cloud-based approach, integration with payroll and third-party applications, with the ability to streamline business processes.

Growing the client base and expanding the business

"With Sage Business Cloud Accounting, processes that once took hours now take minutes," says Peterson. He went on to add that he is now able to manage his own resources and monitor the time spent by each accountant on each client, effectively.

The integration with Sage Payroll was especially beneficial as journal entries, which previously took hours, were now completed in a matter of minutes, which eliminated manual journal processing. The information is automatically populated for easy reporting.

Peterson adds: "UIF [Unemployment Insurance Fund] submissions to the Department of Labour and the annual COIDA [Compensation for Occupational Injuries and Diseases Act] submissions happen at the click of a button. The bank feeds also helped us greatly as we now have daily updates on our clients books. Before we would have to wait for monthly bank statements."

With all the information available at Khumalo and Mabuya's fingertips they are now in a position to offer business advice to their clients, making their site visits more meaningful and productive.

Through the implementation and simple customer on-boarding of Sage Business Cloud Accountant's Edition, the business has increased their client base by 60% on average, year on year.



“With a partner like Sage,
we will always be one step
ahead of the curve.”

Peterson Khumalo

Managing Director, Khumalo and
Mabuya Chartered Accountants

A bright future ahead

Khumalo and Mabuya are experiencing impressive growth as well as driving their appetite for success through their use of Sage Business Cloud Accountants Edition.

Through the automation of time-consuming processes, the reduction of time spent on client sites, and the ability to file reports faster and more efficiently, the future looks positive for Khumalo and Mabuya.

“We know that Sage can help small businesses grow. The more customers we can onboard, the more we can guide them towards reaching their full business potential,” concludes Peterson.



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