Farming and agriculture in Xero

Find out how you can manage farming and agriculture clients more efficiently with Xero and Figured.

PARTNER GUIDE
Xero for farming and agriculture

Improve your clients’ lives and run a more efficient farming and agriculture practice.

At its core, Xero provides all the tools you need to take care of the numbers, from automated bank reconciliations through to invoicing, expenses, payroll and more.

It’s also the only UK cloud accounting platform with an agriculture specific solution – working hand-in-hand with Figured. Together they offer budgeting and long term planning for livestock, dairy, and arable crop production.

Combine financial data from Xero with up-to-date production information on a powerful planning, forecasting and benchmarking platform with Figured. Get an accurate view of a farm’s financial position at any moment that allows for easy management of a farm’s accounts.

With no ambiguity about the financial health of their farm, your clients know exactly where they stand, boosting their confidence and empowering you to help determine the farm’s future.

“
We can see the value of live farming data enabling effective budgeting, forecasting and benchmarking”

Andrew Robinson – Head of farming and agricultural, Armstrong Watson
Xero and Figured for the entire farming team

A powerful combination of the world’s most beautiful accounting platform and best-in-breed agricultural planning.

For the whole team
Figured is the only farm accounting software that allows the whole farming team to collaborate around the same data, in real-time, from wherever they are working.

For advisors
Figured streamlines compliance work by cutting down data entry time, so you can lift the value of your service for clients.

For clients
Budgeting is easier and always up-to-date with data coming in from Xero, so when decisions on farm need to be made they’re supported by better information.

For bankers
The real-time data provided by Xero and Figured helps to secure lending.

Nick Banks, Scrutton Bland
William Notcutt, William Notcutt Estates
Benefits of Xero and Figured

**BENEFITS FOR YOUR PRACTICE**

The days of compliance and producing end of year accounts being synonymous with robust practices are dwindling. Farming is becoming more complex, requiring a wider range of skills which often come in the form of you – the advisor.

What has Xero and Figured done for the rural accountant?

- Made you a valued contributor to the farmer’s business
- Given you more reasons to start conversations with farmer clients
- Given real-time understanding of the position of the farmer
- Provided greater understanding and support of your client’s business
- Improved advice fed using more granular, accurate and timely data
- Enabled you to act quickly

**BENEFITS FOR THE FARMER**

With everything else that farmers have to deal with, the last thing they need is to lose hours on manual data entry and deciphering complex reports.

The combination of Xero and Figured lets them:

- See the complete picture for all business operations
- Give access to one farming team
- Save time with less manual entry
- Use scenario tools to plan ahead
- Budget and forecast efficiently
- Create a more sustainable, profitable businesses – a lasting legacy for future generations
### Key Features of Xero and Figured

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<thead>
<tr>
<th>Feature</th>
<th>Description</th>
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<tbody>
<tr>
<td>Easily share and collaborate</td>
<td>Invite stakeholders into the Figured account to view a single source of truth. Collaborate around the same set of up-to-date production and financial information. Make proactive decisions and create a stronger business.</td>
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<tr>
<td>Direct bank feeds</td>
<td>Bank transactions flow automatically into Xero ready for reconciling.</td>
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<tr>
<td>Faster bank reconciliation</td>
<td>Statement lines are automatically matched with transactions entered in Xero.</td>
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<tr>
<td>Transactions updated in Figured</td>
<td>Transactions flow into Figured and are recorded as actuals.</td>
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<tr>
<td>Post-production sale and purchases to Xero</td>
<td>Transactions from Xero are shown as actuals in Figured and displayed in the 12-month plan. They can then be compared to the budget.</td>
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<td>Assign notes to reports and save time</td>
<td>Create a snapshot of a report and add comments to any areas of the report before saving for future reference.</td>
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<td>Detailed farm budget</td>
<td>Create a detailed 12-month budget in Figured, specifically for their farm.</td>
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<tr>
<td>Actual and forecast vs budget tracking</td>
<td>Transactions from Xero are shown as actuals in Figured and displayed in the 12-month plan. They can then be compared to the budget.</td>
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<tr>
<td>On-farm production tracking</td>
<td>Record and manage all on-farm production quantities and values in Figured. Create detailed budgets and track actual performance as transactions are coded in Xero.</td>
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<tr>
<td>Multi-farm</td>
<td>If they handle more than one area of farming – such as livestock, dairy and crops – you can all see how they’re performing individually, or any combination you choose.</td>
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<tr>
<td>Multi-year scenario planning</td>
<td>Easily create multi-year scenarios and plans for the farm. Use these views to create detailed budgets and coach your clients on how to achieve their goals and aspirations.</td>
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<tr>
<td>Run comprehensive farming and agriculture reports</td>
<td>Easily run detailed reports, forecast cash flow, profit and loss – and run budget variance and on-farm production reports.</td>
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Help clients achieve their goals with Xero and Figured

Using Xero, Figured, and other optional add-on apps, you have all the tools you need to manage your farming and agriculture clients efficiently and effectively.

Xero Business Edition
Take the stress out of managing costs, cash flow, and invoicing – while simplifying tax filing.
Find out more

Figured
Combine financial data from Xero with up-to-date production information on a powerful planning, forecasting and benchmarking platform.
Find out more

Hubdoc and Xero
Spend more time making sense of your client data and less time collecting it.
Find out more

Xero Expenses
Reduce the time and cost of managing expenses.
Find out more

Xero Payroll
Make payroll more profitable for your firm.
Find out more
What is Xero Business Edition?

Xero Business Edition brings all the accounting information you need together in one easy-to-navigate space. Beautiful, powerful apps for your mobile, tablet or computer help you, and your clients, work more efficiently – putting you in charge of your clients’ accounts and your own workflow.

Save time
Everyone can input data into the same place. So you, your clients, and their employees don’t have to waste time collating multiple spreadsheets or pieces of paper. And there’s less data entry into your accounting system.

Control spending
Reduce admin, help clients pay bills on time and get an overview of how and where your clients are spending money.

Automate VAT
Manually calculating VAT can be time consuming, and it’s easy to make costly mistakes. With Xero you can automate your clients’ calculations and deductions as well as submit VAT returns directly from Xero.

Run their business on the go
With our mobile apps you, your clients, and their employees can submit and manage invoices, quotes and payments as soon as any job is done.

Get paid faster
Being able to create invoices anywhere at any time helps your clients get paid faster. A business can check for outstanding payments at a glance, automate reminders, plus include online payment functionality, to get paid on time.
Xero Business Edition pricing and partner programme points

As a Xero partner you can earn points to reach different status levels – the more points you earn, the higher your status level and the more benefits you pick up.

Partners gain three points for every invited-in, paid Business Edition org, and two points for every partner-billed, paid Business Edition org. Plus, you can gain further points if clients use Xero Payroll, Xero Expenses and Hubdoc.

Find out more about partner status levels

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<th>Starter</th>
<th>Standard</th>
<th>Premium</th>
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<tbody>
<tr>
<td>Price per month</td>
<td>£10</td>
<td>£24</td>
<td>£30</td>
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<tr>
<td>Users</td>
<td>Unlimited</td>
<td>Unlimited</td>
<td>Unlimited</td>
</tr>
<tr>
<td>Reconcile bank transactions</td>
<td>£20</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Submit VAT returns (MTD ready)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Secure, automatic bank feeds</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Create quotes and invoices</td>
<td>5 invoices</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Enter bills</td>
<td>Enter 5 bills</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Create purchase orders</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Multi-currency accounting</td>
<td>-</td>
<td>-</td>
<td>✔</td>
</tr>
<tr>
<td>Counts towards partner status</td>
<td>✔</td>
<td>✔</td>
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Hubdoc + Xero

Spend more time making sense of your clients’ financial data and less time collecting it.

Integrating Hubdoc and Xero means time-consuming bookkeeping tasks are automated, saving you up to 30% of your time.

With automated bookkeeping, real-time financial data and an audit-proofed set of books, Hubdoc seamlessly syncs with Xero so you and your clients can make informed business decisions.

Stop chasing bills and statements
Hubdoc auto-fetches financial documents from over 700 banks, utilities, telecom providers and online vendors. It extracts the key financial data and seamlessly syncs with Xero. It also gives your clients the tools to upload receipts, bills and invoices from their mobile device or desktop. No more paper, no more chasing.

Automate bank reconciliation
Hubdoc transactions are automatically matched with bank feed transactions in Xero. All you have to do is approve the match. Closing the books has never been so easy.

Focus on the data, not the data entry
Hubdoc extracts the key data from your receipts and bills and creates entries in Xero with the source documents attached. With real-time financial data, Xero can automatically match data imported from Hubdoc with bank feed transactions – so the books are always up-to-date.

Audit-proofed books
Hubdoc provides you and your clients with complete confidence that financial documents are organised, secure and always available. All data is verified with the source document, and easily searchable on any device.

To get started and save up to five hours a month per client, find out more about how Hubdoc and Xero work together.
Xero Expenses

Faster expense management for your clients

Deliver better expense management support for your clients. With Xero Expenses, submission and approval is easy, insights are deeper and accounting is integrated. So, you can reduce the time and cost of processing expense claims and spend more time advising your clients.

Automate expenses capture
Let clients take photos of expenses on their mobile and Xero will automatically pull out the right information to create a claim. All the client needs to do is review and submit.

Offer leading insights on expenses
The Expenses Explorer feature gives you valuable insights into spending in Xero. Help your clients make informed decisions about spending and policy, and seeing expense patterns by category, accounts and employees.

Eliminate hidden time costs and expenses
Streamline the expenses process. Get push notifications on your phone to keep up-to-date on the status of a claim and avoid missed calls and unread emails.

Stay in control
Help your clients get more control over their expense claims. Set company and user-level permissions, control expense and tracking categories, and submit expenses on behalf of your clients.

Pricing starts from just £2.50 per month and the first 3 months are free for 1 user. Find out more about Xero Expenses for partners.
Make payroll more profitable for your firm

Xero takes hours off the time it takes to manage payroll, pensions and accounts for farming and agriculture clients. Get more accurate submissions from employees, reduce admin workload, and process pay runs and pensions in a few clicks.

Save time on admin
Xero Payroll seamlessly integrates into your accounts, meaning no more journal entries – saving you time and reducing errors. And with our market-leading portal and mobile app, employees can submit timesheets and leave requests from any device at any time, anywhere there’s internet.

Stay in control
Review and approve leave and timesheet requests, and send and view payslips from any computer or mobile device. Review and send pay and pension contributions easily.

Reduce your overheads
Payroll is incorporated into Xero, so there’s no extra software to download, integrate or maintain. Save time and money by sending online or mobile payslips and, with the time saved, it’s easier for you to scale your practice using your existing employees.

Manage compliance and pension tasks with ease
We make it easy for you to submit the right information to HMRC and comply with any mandatory workplace pension duties. We also create the right P11/P32/P60 forms for you.

Xero Payroll has made our payruns the easiest they’ve ever been.

Daniel Coleman – Cloud support manager, Whitings and Partners
Become a Xero farming and agriculture champion

Find out how using Xero and Figured together can help you become a farming and agricultural champion.

1. **Xero Advisor Certification**

2. **Figured Certification**

3. **See Xero and Figured at work**
How to introduce Xero and Figured to your clients

It’s always great to talk to your clients face-to-face. We’ve put together an event toolkit to help you to successfully host an event to your clients. You’ll find a presentation deck, flyers, email templates and more.

You can always start talking to your clients using this email template:

Subject line: Get a clearer picture of your farm with Xero & Figured

Hi [insert name of client],

We’re excited to be working with the team at Xero and Figured to help you better plan and manage the finances of your farm.

DISCOVER A BETTER WAY TO MANAGE YOUR FARM FINANCES

Xero is the UK’s most popular accounting software for business owners. Figured is an online livestock, crop, dairy and production tracking, farm budgeting and forecasting application.

Together Xero and Figured offer a complete solution for staying on top of today’s finances as well as planning for the future.

HOW XERO AND FIGURED CAN HELP YOU

• Plan ahead with confidence
  With accurate, real-time data from Xero, farming teams can easily make adjustments when farming conditions change.

• Team effort
  You, your farming team and accountant can all input data into the same place.
  So, there’s less time spent on data entry and collating multiple spreadsheets.

• Simple, easy-to-use software
  Working online means you don’t have to download information and email it to us.
  It’s an easier and more efficient way to work – with a user-friendly and intuitive experience.

• Save time, get funding and get paid faster
  Reduce admin, create invoices, pay bills on time, let your customers pay instantly.
  Plus, allow your financial services access to evidence forecasting to secure funding.

It would be great to talk more about how Xero and Figured can improve how we manage your farm’s needs and accounts.

[Add your sign-off here]