MEDIA RELEASE

Xero unveils tax and insights tool to help advisors work smarter and grow their clients

New features unveiled at Xerocon London help accountants and bookkeepers manage tax and compliance, gather insights on business metrics and trends, analyse quotes and make projects more profitable

13 November 2019, London - Xero, the global small business platform, today unveiled new features that help accountants and bookkeepers more easily manage tax and compliance requirements, prioritise client requirements, and unearth smarter insights to help their clients grow and thrive. For smaller practices and small business clients, Xero is helping manage projects profitably and complete payroll benefits faster.

Announced at Xerocon London 2019 today, the new features play a role in the vision Xero set out for the future of practices globally. Xero has committed to focusing its product build on five key areas: accurate and fast data, end-to-end tax and compliance, real-time insights, connected services, and growing knowledge and clients.

This puts clients at the centre of everything advisors do and allowing them tools to suit their clients, practice size and complexity. Whether it’s the core Xero experience, compliance tools like Xero Tax, practice solutions like Xero HQ, or a choice of practice management solutions for larger and more complex firms in the open Xero ecosystem, Xero is helping accountants build the practice they want, and focus on what’s most important to them: the client.

The new features announced today, at Xerocon London 2019, where over 3,000 accountants, bookkeepers and partners have gathered include:

- Integrated, holistic compliance with Xero Tax
- Real-time, smarter insights with Business Snapshot
- Connecting Quotes with Projects to support job profitability
- **Integrated, holistic compliance with Xero Tax**: Xero is bringing its 100% cloud-based tax preparation tools to UK accountants and bookkeepers. This will provide smarter, seamless tax preparation workflows to advisors processing annual tax returns and sales tax returns.

- **Xero HQ VAT**: Xero HQ VAT provides an aerial view of their client compliance needs to easily manage compliance with Making Tax Digital.

- **Real-time, smarter insights with Business Snapshot**: A new tool the business will pilot early next year, Business Snapshot gives small business owners and their advisors an important, high-level view of their critical business metrics and important trends using beautiful visualisations to help them make decisions on immediate issues.

- **Bolstering technology with accurate and fast data**: Xero announced it’s nearing completion of the Hubdoc integration, with the teams also making strong progress on bolstering the machine learning capabilities.

- **Connecting Quotes with Projects to support job profitability**: Easily estimate, quote and track job offers directly within Xero Projects for you and your clients, so all new work is accurately costed and projects are more profitable.

“Our accounting partners are at the core of everything we do at Xero. No single solution will suit every practice, but everyone can build their own set of tools from Xero’s solutions and ecosystem partners, with Xero as the single source of truth. We are investing heavily in developing the tools, and building our ecosystem partnerships to help every practice — from sole advisors to top-tier multinational firms — spend more time growing their small business clients.” – Anna Curzon, Chief Product Officer, Xero

**Introducing Xero Tax in the United Kingdom**

Xero Tax is a new cloud-based tax and accounts production solution. Built on the same, world-class Xero platform with the capabilities of Instafile, a company that Xero acquired in 2018, Xero Tax will save accountants and bookkeepers significant time and reduce errors, by giving them a single source of truth to work from for data collection.

And by bringing Xero Tax onto the Xero platform, advisors will access a fully integrated tax preparation workflow, while being able to access the same support and learning tools available on the platform.

Xero Tax will be free as part of a partner subscription in the United Kingdom and the new features will include single sign-on with Xero, integration with Fixed Asset Register, document styling and electronic signatures, offering practices a simple workflow. Advisors will also no longer need to rely on manual data imports with transactional checking of underlying bookkeeping data.

The corporation tax and accounts production module will be released in March 2020. Xero partners at Xerocon can request early access to micro-entity filing and help beta-test small company filing ahead of its general release.

**Get an aerial view with Xero HQ VAT**

In September, Xero released a new aerial view in Xero HQ of VAT requirements across their entire client portfolio, giving them a dedicated home to understand immediate tax obligations and easily manage compliance with
Making Tax Digital. By surfacing deeper insights on VAT requirements and tax obligations across their clients in Xero HQ, accountants and bookkeepers will now have a holistic view of upcoming compliance requirements for all of their clients, instead of tracking it across different spreadsheets, task lists, emails, or individual client files.

From Xero HQ, advisors will have a real-time view of when clients’ MTD VAT returns are due, filing status and which clients are registered as Non-VAT.

**Get real-time insights with Business Snapshot**

New tools to be piloted with accounting partners on Xero will help small businesses understand their operations better, and ensure advisors can make more informed decisions faster with the right information in the background.

The Business Snapshot pilot will begin with Xero partners in the first quarter next year, summarising business’ critical performance metrics — such as income, expenses, gross and net-profit, receivables and payable days, cash and balance sheet — in one view. The beautiful visualisations in the report will provide a way to quickly and easily understand key business health metrics, providing advisors with an opportunity to start deeper conversations about their client’s business performance, as well as flag potential concerns and opportunities.

It is part of a broader suite of efforts from Xero to help small businesses grow and thrive by combining smarter insights with simple tools, built with them at the centre, that they can use with their advisor’s support. In September, Xero announced a pilot of a short-term cash flow tool to give small businesses a 30-day view of their business health in the platform and make decisions on payments and bills based on potential impacts to cash flow. Business Snapshot is the next stage and provides the all-important context to understanding the relationship between cash flow and profit.

**Accurate and fast books**

Automatic bank reconciliation, machine learning and tools like the Assurance Dashboard improve the health of client ledgers so accountants and bookkeepers can spend less time entering data and only need to focus on anomalies.

Xero acquired Hubdoc a year ago as an integral part of its data automation vision. Xero is nearing completion of the integration and partners will get increasingly more benefits from the seamless connection between the two platforms, creating an even better experience for joint customers.

Xero has also made major advances in its data capture technology powered by machine learning in the past 15 months since acquiring Hubdoc; of the millions of bills and receipts uploaded to Hubdoc, 70% are now extracted exclusively using machine learning, compared to 20% at the time of acquisition. Additionally, thanks to major improvements in machine learning algorithms, Hubdoc is extracting vital financial data from bills, receipts and more, now processing double the documents a day than this time last year.

**Quotes in Xero Projects supports more profitable work**

Xero Projects is the simple way to track profitability on jobs and Xero is making it easier than ever to quickly and accurately estimate job costs and activate draft quotes with the release of Quotes in Xero Projects.
Now, firms and their clients can create estimates in Projects based on likely hours required to complete work and any expected expenses. Once complete, they can send estimates as professional quotes online to customers and, once approved, time and expenses are easily assigned to the project directly within Xero.

By creating detailed quotes directly within Xero Projects, this helps businesses win new work quicker, accurately track time and expenses against those projects and ensure their work is profitable in real-time. And because Projects lives in the core of the Xero general ledger, all quotes, expenses and financial information are directly linked to their ledger, making it easier to track business health and remove duplication of data.

ENDS

Media Contact
Abby Hempfling
+61 450 769 337
abb.hempfling@xero.com

About Xero
Born in the cloud, Xero is a beautiful, easy-to-use platform for small businesses and their advisors around the world. Xero provides its 2+ million subscribers with connections to a thriving ecosystem of 800+ third-party apps and 200+ connections to banks and financial service providers. On the inaugural 2018 Financial Times FT1000 High-Growth Companies Asia Pacific list, Xero was the fastest growing tech company in the $200+ million segment. Xero won ‘Accountancy Software Provider of the Year’ at the British Business Awards in 2019, and was rated by Canstar Blue as the best accounting software in Australia from 2015-2018 and in New Zealand in 2019.