



HOW OFFSHORING BEATS OUTSOURCING FOR ACCOUNTING FIRMS

Find out how building an offshore team can fast track
your growth



It's **freedom** that really adds up.

WHAT'S THE DIFFERENCE BETWEEN OFFSHORING AND OUTSOURCING?

OUTSOURCING	OFFSHORING
What's the difference?	
<p>Outsourcing refers to contracting out accounting services to a third-party provider, which may or may not be located in a different country.</p>	<p>Offshoring involves relocating a business process or service to a foreign country, often to take advantage of lower costs or specialized skills.</p>
Upsides	
<ul style="list-style-type: none"> • Cost-Effectiveness • Time Savings • Compliance and Risk Management • Scale up for short periods of time 	<ul style="list-style-type: none"> • Cost Savings • Access to Specialized Skills • Scalability • Focus on Core Business • Expertise in Accounting • Consistency - growing with you • Understanding of your business
Potential risks	
<ul style="list-style-type: none"> • Loss of Control - no direct relationship with the people doing the work • Quality Assurance • Lack of consistency • Changing faces • Data Privacy Concerns • Hidden Costs 	<ul style="list-style-type: none"> • Cultural Differences/language • Time Zone Challenges • Quality Control • Data Security
Best for	
<p>Short term and immediate solutions such as:</p> <ul style="list-style-type: none"> • Software Development • Customer Support • Data Entry 	<p>Ongoing commitment, as part of business strategy e.g supplement talent:</p> <ul style="list-style-type: none"> • Bookkeeping • Tax Preparation • Financial Reporting • Payroll Services • Virtual Assistants • Digital Marketing

THE BACK ROOM DIFFERENCE

The Back Room is the answer to finding more **time** and **freedom** to take your accounting practice further.

Accountants across the globe use The Back Room's offshore talent and support to grow, develop and elevate staff, reach their goals faster, and diversify services.

To be clear, this isn't about outsourcing work to a faceless team in another time zone. Our model is based on long term relationships, supporting talent that works as an extension of your team, and a commitment to making big positive shifts in your business.

Time and **freedom** will take you further. Let's get them working for you together.



WHAT'S OUR SECRET?



We understand your world

The Back Room founders Wayne and Scott built a successful accounting business using offshore talent. They know what works - and make it work for you.



People come first

We know that people are key to great working relationships. That's why we're so big on recruiting, training, and culture matching 'Roomies' working with your team.



Our model is a proven winner

Just ask our customers. More than 100 accounting firms around the world use The Back Room to win back time and freedom to do more of the work they love.



We don't sit still

Offshoring with The Back Room is never set-and-forget. Client feedback and account management oversight ensure our delivery and your experience keep improving.

“Overall, I was very impressed with the **quality of the work** ... I observed **consistent data entry** along with **attention to detail** as they even left meaningful and well-thought-out insights for our review. If there was an issue to be addressed, it was **well-communicated** and **promptly raised**.”



David Williams, Senior Accountant, Padgett Business Services

Just some of our happy clients



Over 100 firms enjoy the benefits of offshoring across the globe.

Why not your firm?

BOOK A CALL

**Find your freedom.
We can help.**

www.thebackroomop.com

