

## Sage 50 Payroll: RTI Edition

### Key Facts to help you overcome objections

The new Sage 50 Payroll RTI Edition is the easiest move to RTI. Guaranteed. It is a really strong upgrade with some fantastic new features to help all your customers around RTI. We know you'll face some objections to upgrading for RTI. Below are some key facts that you could use to overcome the objection:

#### HMRC facts

The HMRC can be found on [www.hmrc.gov.uk](http://www.hmrc.gov.uk)

- RTI is the biggest change to PAYE since 1944!
- HMRC are introducing RTI to improve the way PAYE operates, it will be able to spot any under or over payments quickly and also help prevent fraud.
- RTI will also support the introduction of Universal Credits, which will streamline benefits into one payment.
- We have been working closely with HMRC for over a year now on RTI and by April 2013 we will have 16,000 customers signed up and submitting via the HMRC RTI pilot, a third of all employers on the pilot.

#### Sage Payroll facts

- RTI is being built upon proven internet submission technology... we had 99.85% submission success rates in the 2010\2011 tax year.
- 1 in every 4 employees in the UK is paid by a Sage Payroll solution, that's 7.5 million employees. 509K employers submitted to HMRC using a Sage Payroll solution in the 2011/2012 tax year.
- We've significantly improved the reporting function within the program, which was the number 1 issue for our payroll customers.
- Anyone with SageCover is RTI compliant; however the RTI edition gives you an enhanced RTI experience. The new version of Sage 50 Payroll contains the premium experience for Payroll software users in the UK, which includes further support improvements to make your experience of RTI as simple and pain free as possible.
- The RTI edition provides you with the easiest move to RTI.
- The Data Health Check will ensure your submission is error free and complies with all HMRC rules.
- The new RTI Submission Log will mean you can quickly view any previous submission.

#### Competitor facts

- HMRC - have 400,000 businesses using the HMRC free portal to submit PAYE information, which will not be capable of handling RTI submissions.
- Although the HMRC's Basic PAYE tool (HMRC Disk) is RTI compliant, our new RTI edition will cater for more than 9 employees, print your payslips and it will calculate full payroll including SSP, SMP and pensions, etc.
- HMRC will not be providing any help or support to employers using their tools.
- Businesses who have tried outsourcing often choose to bring their payroll back in house as they feel they have lost control, have less flexibility as to how the payroll is produced and the reports that are generated. Often it does not necessarily work out as cost effective as it first appeared.
- Your outsourcing company may increase their charges as they now need to do more per pay period.
- You don't need to be an expert to stay in control of your payroll. With Sage you will be 100% accurate, compliance guaranteed so you don't need to worry.
- Sage offers DIY Payroll made easy.