

Turn management accounts into management insight.

SPC is the white-label analytics and decision-support partner for UK accountancy firms. We help practices add Power BI, management dashboards, forecasting, FP&A and deeper commercial analysis to their client offering, under their own brand, without building an internal data team.

THE OPPORTUNITY

Accountancy firms already hold some of the most useful information their SME clients produce. Management accounts say what happened. Clients increasingly want what happens next: which customers are actually profitable, why margins are changing, what cash looks like in three months, and which figures management should watch. Hiring an internal analytics team to answer those questions is hard to justify.

The practice keeps

- The client
- The relationship and the pricing
- The brand on the pack
- The advisory role

SPC provides

- The analytical work
- Dashboards, forecasts and commentary
- Specialist delivery capacity
- One accountable UK counterpart

WHAT A PRACTICE CAN ADD

Management reporting

A monthly management pack

Business intelligence

An executive dashboard

FP&A

Budgeting and cash-flow forecasting

Profitability

Customer, product and location margin

Forecasting

Revenue, demand and workload

Working capital

Debtors, inventory and cash

Business analysis

The questions and data definitions

Decision support

What management should do next

Data preparation

Sage, Xero, CRM and ERP exports

Automation

A pack that rebuilds next month

White-label is the default. The end client sees the practice. Co-branding is available only when the firm wants SPC visible. SPC does not enter the bookkeeping or accounts-production race. The work is the analytical layer underneath the management accounts.

WHAT THE OUTPUT LOOKS LIKE

One fictional client. One management pack.

Northbridge Distribution Ltd is not a client. It is a synthetic £8m UK wholesaler, built so a partner can see the standard of pack before any client data is shared. The live demonstration is at summitperformanceconsulting.co.uk/demo.

- Executive view, with five observations a partner can take into the meeting
- Profit and loss against budget: sales slightly ahead, gross profit behind
- Customer profitability, including an account that invoices well and contributes little
- Sales trend, with a one-off September job taken out of the run-rate
- 90-day cash forecast, debtor days, inventory days and slow-moving stock
- Four actions, each with an owner, a date, and the cost of doing nothing

THE PILOT

One client. Then you judge it.

The practice chooses one existing SME client. SPC uses the exports you already have from Xero, Sage, Excel, a CRM or an ERP. Wholesale price to the practice: approximately £950 to £1,500.

No annual contract. No IT implementation. No obligation to send further clients.

If the partner and the client like the output, we discuss doing it again. If not, the pilot ends.

Discuss a pilot

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