



**“It’s much easier  
to use just one  
piece of software”**

Gary Deans of Box Accounts on how Xero’s integrated tax and practice management solutions save him time and money

**Get started with Xero**



# Introduction: Box Accounts

**As an accountant for over 30 years, Gary Deans of Newcastle's [Box Accounts](#) has seen plenty of change in the industry.**

"When I started, everything was manual," he says. "In my first job I got six black bags full of receipts and was told: If you can get through this, you can get through anything. It took a long time to do those sets of accounts." After starting his own practice in 2005, clients would come to him with bags and boxes of receipts or even their entire hard drive.



These days Gary — who runs his practice from home, working with his wife and son — is keen to run things as efficiently as possible. "We've got over 150 clients and we're growing all the time," he says. Now a huge advocate of digital accounting, he's used Xero in his practice since 2017, with 95% of his clients now using the cloud accounting software.

Gary uses Xero for bookkeeping, payroll and practice management. Always keen to adopt tools that help save time, he has also been using Xero Tax — Xero's end-to-end solution for accounts and tax production — since it was in beta. "The previous software I was using for tax was so messy, I didn't like it at all," he says. "You had to import data, and the trial balance didn't take in the figures correctly. I had to do massive reviews on it, which I wasn't happy about."

With Xero Tax, data flows easily between clients' books, accounts, and tax returns, so you don't need to import figures manually, reducing the risk of errors. "With nearly all of our clients already on Xero, it made things very easy for us," says Gary.

**Gary Deans**  
Box Accounts

“  
If we need to change things, we change things in the core Xero product and then refresh the data. It’s so user-friendly. That’s one of the big advantages.”



# Save time and money

Faster processes are another benefit.

**“For company accounts, we can now get a tax return prepared from the data within 15 minutes,” says Gary. “That’s a saving of at least two hours for each corporation tax return.”**

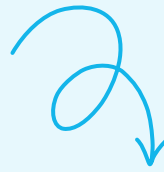
It’s not just time that Gary is saving, but money too. Xero Tax is available for free to all accountants or bookkeepers on the partner programme. “We were previously paying around £100 a month for tax software and now it’s nothing,” says Gary. “I love it.”

With Gary’s client base primarily made up of limited companies, Xero’s personal and company tax solutions covered all his needs. Xero Tax recently added a partnership tax solution, too, so accountants can serve even more clients in one place, without the need for extra, costly compliance tools. “I think the lack of partnership tax might be why some accountants held back from signing up before,” says Gary. “They were waiting until it had everything they needed.” Now that Xero Tax covers the core tax types, he doesn’t see any reason why they shouldn’t get on board.

**“The efficiencies are absolutely brilliant,” he says.**



# A **single** connected platform



The more tools that can be part of a single, connected system, the easier things are for accountants and bookkeepers. That's why Xero has also brought Xero Practice Manager (XPM) and Xero Tax together. Compliance and practice management are now one experience, with no need to work from separate data sets. Information in Xero's core bookkeeping software flows seamlessly between Xero Tax and Practice Manager.

Gary started using Xero Practice Manager in the practice last year. "We were spending £120 a month on other practice management software, and we weren't using it to its full ability," he says. Xero Practice Manager is designed as a complete solution to help accountants and bookkeepers streamline workflows, track jobs and manage client obligations. "Again, it's all about efficiency," says Gary.





Gary benefits from having all clients, jobs and data in one centralised platform and, with the new Xero Tax integration, now enjoys an even more streamlined experience. “Before XPM was linked to Xero Tax, there were small niggly things, like having to bring data across from one part of Xero to the other. Now it’s all in one place. For new clients coming on board, we can fill in their data once and it will automatically populate across all the tools. We can log into one piece of software and get everything we need to do our clients’ work in one place.”

Xero Practice Manager is free for partners with silver status or above. By using both Xero Tax and XPM, Gary saves at least £220 a month, and there’s the potential for more. “We near enough use Xero end-to-end for our workflows,” he says. “I’m still using external software for engagement letters and CRM, but hopefully that will soon be something I can do on Xero too.”

**“I want Xero to power the whole of our business.”**



# Working smarter, not harder

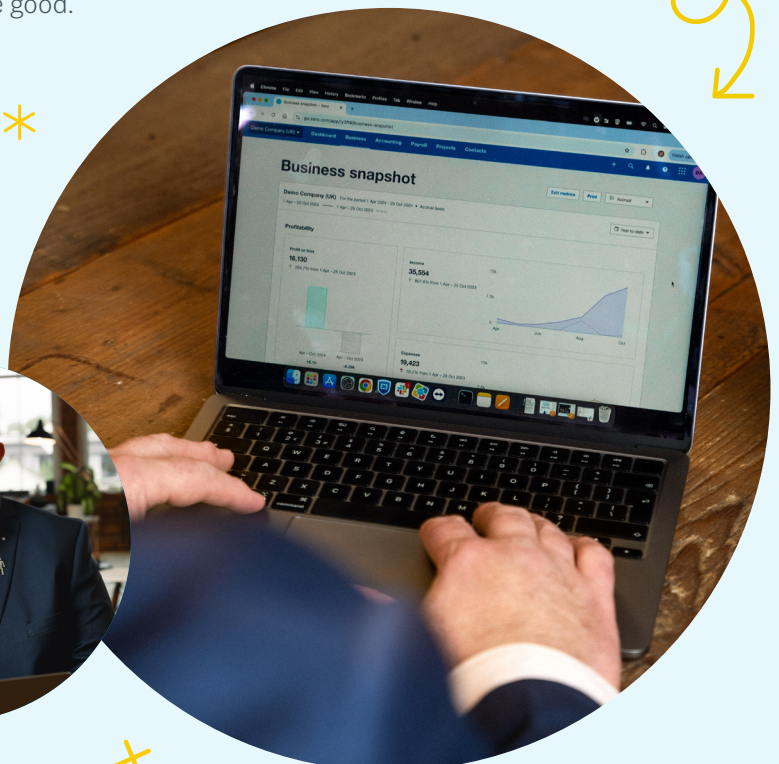
It's all about harnessing technology to make things easier for him and his clients, and he's confident Xero will continue to do that. "Xero listens to feedback from their partners and is always developing," he says. "I'm always excited to hear what's new."

Gary is a huge Xero advocate and always keen to support his peers on their digital journey. So what advice would he give to other accountants and bookkeepers on streamlining their compliance work? "It's easier for any practice to use one piece of software instead of having three or four," he says. "If you can bring it all into one place, it will save you and your staff time."

He recognises that change can be daunting. "A lot of people are scared of it, but change can be good.

It makes you look at your firm and see how things can be improved." He encourages others to see Xero Tax and XPM in practice, whether through a Xero demo, or by chatting to accountants who already use it. "Talk to people like me who use Xero in their practice every day, who can answer your questions and concerns," he says.

**"I keep using that word efficient, but that's what we are thanks to Xero. I've more time for my clients and more time for my family. It's all about working smarter."**





**Find out how Xero's integrated software,  
innovative practice tools, thriving community,  
and on hand accounting experts help increase  
efficiency so you can do more**

