



Care Sector Opportunity

About VAT Solutions...

We are indirect tax specialists who have worked almost exclusively in the care sector since 2004. We have a unique combination of in-depth VAT and sector knowledge, dealing not only with HMRC on a daily basis (our technical team largely consists of ex HMRC inspectors), but also holding strong working relationships with the relevant contacts at local authorities,

clinical commissioning groups and health trusts (NI) throughout the UK.

This level of sector expertise is unique to VAT Solutions. Our tailored approach and the robust systems we have in place, supported by prominent tax counsel and lawyers specialising in care sector regulation, allow us to offer an unrivalled level of service.



'At a time when our sector needs to maximise its financial position, I would encourage any care provider, no matter what size operation they have, to consider the cost benefits and commercial efficiency which the Vat Solutions 'contract restructuring' service has to offer.'

Ian Jarvis
Finance Director - Kingsley Healthcare

Care Sector Contract Restructuring...

In these challenging times of ever-increasing cost pressures, the restructuring service provided to care operators (**both private and not for profit**) by VAT Solutions gives the care sector an opportunity to recover VAT on an ongoing basis. **By restructuring your care business, we create a vehicle for taxable supplies by means of a VAT group registration.** This not only gives you a group structure which creates considerable VAT savings, but one which also provides significant commercial benefits to your care business in the form of improved efficiency/communication regarding your local authority/CCG

fee contracting process. Our history of positive dialogue with funding bodies, our thorough understanding of fee contracting and our **unique full implementation support post restructure** mean that we give our clients the best possible outcome to maximise their VAT position.



The Benefits...

- Cost savings brought about by economies of scale
- Increased efficiency and streamlining in the management and administration of local authority fees
- Dedicated single point of contact for dealing with local authority and CCG queries
- A specialist and more knowledgeable contract management/administration team better equipped to share best practice when dealing with local authority fee negotiations
- VAT recovery on normal trading expenditure and capital expenditure
- VAT recovery on purchases made before VAT registration
- Retrospective VAT recovery on capital items, goods and services prior to VAT registration
- Improved cash flow
- Ongoing VAT advice, support and up to date care sector knowledge from our specialist team
- Specialist VAT training for finance staff from a dedicated member of the VAT Solutions team
- Available to private, charity and not for profit care operators

Next Steps...

If you would like to explore the opportunity further, or if you would like us to prepare a free, no obligation cost benefit analysis for your company, then please contact:

Clare Newbould

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Email: clare@vatsol.com



'I have worked with Rob and his team at VAT Solutions for over nine years, and I have found them to be both proactive and knowledgeable in the specialist areas they advise on. They are quite happy to get their hands dirty doing the work that larger firms may shy away from and they are very much bought into the concept of only earning when their clients benefit from the advice they provide. They have significant knowledge of and relationships with local authorities, and these enable them to deliver what they promise.'

David Manson
Chief Financial Officer - Keys Group

FAQs...

Will it affect my relationship with local authorities/funding bodies?

No. We have strong working relationships (and a trust built up by over 15 years of positive dialogue and communications) with local authorities/CCGs nationally. 'Contract Restructuring' presents no negative impact upon funding bodies. We are sensitive to your funding streams and handle liaison and negotiation accordingly - our clients will testify that their relationships with local authorities and CCGs have not been negatively impacted in any way, and that their fee contracting process has actually been streamlined and improved by our restructure.

Will it affect what I charge my private fee-paying clients?

No, not at all.

How long does the process take?

From our engagement with you to the creation of a working VAT group, we estimate a 3-6 month time frame.

How does your fee structure work?

The technical and administrative restructuring element of the process, creation of the working VAT group, all related disclosure to HMRC and legal documentation, is carried out for a fixed fee.

The implementation of the process, including training for your finance team, liaison with funding bodies and full VAT accounting support (covering a five year period) is a fully contingent fee and based upon a sliding scale percentage of the VAT benefits which we secure for you during that time.

Do you get approval in advance from HMRC?

No - simply because there is no approval with HMRC for indirect tax. We make full disclosure to HMRC, and our restructuring work is fully supported by tax counsel and regulatory opinion. We engage with our clients for a five year period and, as such, are an expert extension of your finance and taxation team in respect of HMRC liaison, VAT advice and submission of VAT returns.

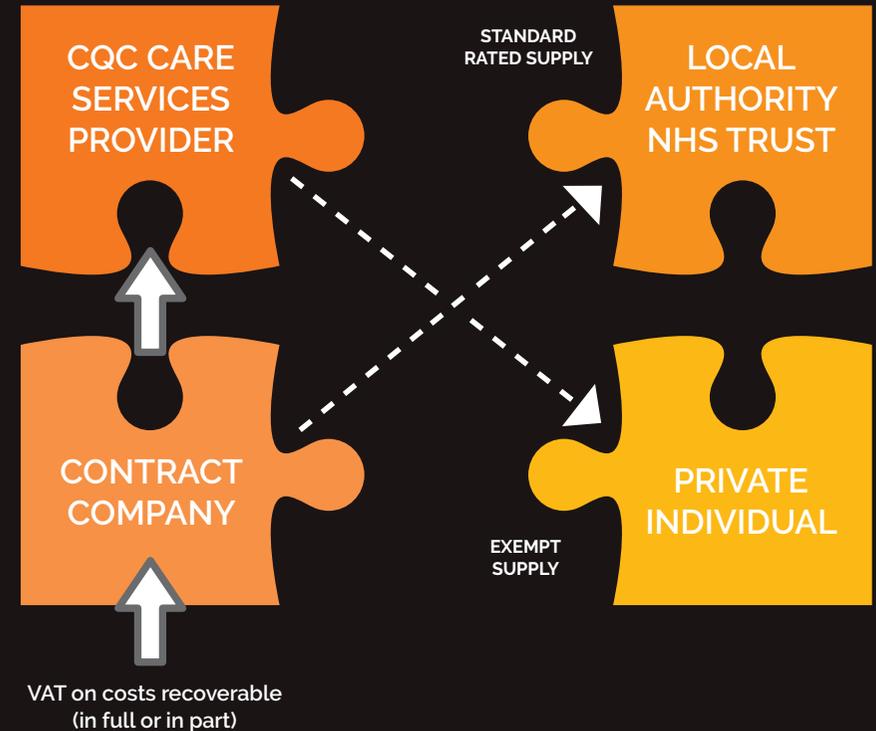
'The customer service and ongoing, continual support which we receive from the team at VAT Solutions is second to none. They have delivered a professional, bespoke service which has meant that the process of restructuring our business has not only proved commercially beneficial but also that we have a very positive ongoing relationship with a reliable and dedicated VAT expert who understands our sector.'

We would never have unlocked the significant cost savings from which we now benefit without the input and expertise of VAT Solutions.'

Financial Controller
National Care Operator

Why VAT Solutions...

- We supply the complete restructuring/implementation solution
- We are fully supported by tax counsel and regulatory opinion
- We handle full disclosure of restructure to HMRC
- We will supply references from our current clients and will arrange for you to speak to them directly
- We will share our full business disclosure pack for your due diligence purposes



'With support and advice from our VAT Solutions Account Manager, who fully understood our set up, systems and staff, and also from the VAT Solutions' ex HMRC trainer who worked with us onsite, we now have a fee invoicing/contract management process in place which is so much more efficient. Everything is centralised, with my finance team work much more closely with our LA and CCG. It was the VAT Solutions team who facilitated this relationship as part of their service. We can now easily keep track of, and monitor, every resident's fees and contract which was not possible with our old system. In addition, my team is now trained in VAT aspects which are applicable to our care provision, and also in VAT identification going forward.'

John Hill
Managing Director - Hill Care Ltd

VAT Solutions

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