

By having a paperless office, PKF-VMB can keep an overview of all their client files, right down to transaction level, whenever and wherever they need them.

**Excel requires a lot of checking**

We used to work with tools we had developed ourselves in Word and Excel, which worked without causing too much frustration; however, as Excel formulas sometimes got changed, we had to spend a lot of time checking data to ensure that everything was correct.

**The manual aspect of Excel is outdated**

“After seeing a Silverfin demo, we understood the benefits that it could bring. The manual work involved in Excel spreadsheets is not suited to today’s world. By using the Silverfin platform, we could build bespoke reports for the clients without manual excel work.”

**Digital bookkeeping files always available**

“A benefit of Silverfin is that you can call up a real-time overview of the financials on screen, even during face-to-face meetings with the client. You can have a digital client file at your fingertips containing all the data, right down to transaction level.”



Silverfin enables you to call up a real-time overview of the financials during face-to-face meetings. If there are any queries, you can click through to the general ledger and even down to transaction level if you need to. This makes the basic principle of ‘a supporting document for every figure’ extremely tangible.

Bart Palmans, Partner



Finance for **dynamic business**  
Member of **PKF**

PKF-VMB has a varied client portfolio including large and small businesses, based locally or internationally. PKF-VMB’s financial expertise is especially focused on growing businesses: expansions, takeovers, internationalisation, transformations and start-ups.

**Locations:**

Worldwide

**Bookkeeping software:**

Exact Online

**Goal**

To work more efficiently, to wean the firm away from manual work in Excel and being able to meet the needs and expectations of clients in a digital world

**Why Silverfin?**

Compared to excel, it is less susceptible to errors and it has a simple reporting function that allows for client files to be completely digitally consulted.

**Benefits**

The ability to call up an overview of the financials digitally during meetings and to click through to transaction level no longer necessary

No more need to check for errors in Excel formulas can be called up digitally

Rapid, bespoke reporting in real time



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**Bart Palmans, a partner at PKF-VMB, notes that the time of clients bringing in their invoices in a shoebox and waiting patiently for their reports is well and truly over. “Everyone has become more articulate and demanding. You can’t please a young entrepreneur by processing a box full of receipts for them once a year. Clients need real-time reporting and insights.”**

Bart has been in accountancy since 2000. Like many other accountants, he has seen his sector change radically during that time. Efficiency and customer satisfaction have become more and more important.

## Customer satisfaction and dynamic advice

“To keep your clients, you need to be able to evolve fast”, Bart explains.

“In compliance-related services I am seeing little growth in general, but there really is a growing market for those who can become trusted business advisors. Silverfin is helping us to generate bespoke reports for our clients.”

## Faster than Excel, with better performance

“If I explain all the things we can do with Silverfin, people sometimes ask: ‘But can’t you do all that in Excel?’ In theory you can. But with Excel you are at risk of drowning in the formulas. If there are errors in the formulas, your figures will be incorrect.”

“The other problem with Excel is that anyone can change anything manually, so you always need to

check whether the total is correct, which takes a lot of time. You don’t have that problem in Silverfin as if items don’t match your base amount, you will immediately see an error message. In that respect Silverfin performs considerably better than the in-house tool we developed using Word and Excel.”

## Essential information in four clicks

For Bart personally, the greatest benefit of Silverfin is that it is easy to bring up overviews, click through to the general ledger and then simply drill down to transaction level. “As an example, when I was recently doing some work for a bus company that has 35 buses, during a discussion with the client, they noticed a cost item of 12,000 euros. Obviously they wanted to know what it was. It only took me four clicks to find out the answer: someone had driven into a crash barrier. It used to take far longer to retrieve that kind of important data, and you had to go looking for it and come back and forth with physical documents.”

Therefore Silverfin responds to Bart’s most important professional motivation: to give clients the financial reporting they need. “That is something you work out by thinking things through with your clients”, he says. “Simple, fiscally correct interventions enable us to ensure our clients’ businesses grow. If they have more money left at the end of the year, they have more to invest.”



**“Silverfin helps us build bespoke reports for the clients. That personal advice is where the future lies.”**

### About Silverfin

Silverfin offers real-time financial data, reporting and communication. The platform provides a total picture, laying the foundations for better-informed decision-making. Furthermore, Silverfin enables financial teams to transition from performing a package of operational tasks to a more proactive role as strategic business advisors.