



Di and Col Wilson,
farm owners in the Bay of Plenty

PARTNER GUIDE

Xero for farming

Find out how the combined power of Xero, Figured and PaySauce can help your farming clients run a more informed and efficient business.



Great farms need great teams

Farming is an ever-changing business. With the global population continuing to rise, demands on farmers increase and so do the complexities of the job. They might find themselves needing to be specialists in a broad range of areas – both on the farm and in the office.

The best farmers surround themselves with experts and make use of technology to lighten the workload.

And that's why Xero, Figured and PaySauce have come together to form the definitive agricultural financial management partnership.



Brett Bennett and Katie Priebe of FARMit accountants talk to Di Wilson, a farm owner in the Bay of Plenty

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Xero for farming

Help improve your clients' lives and run a more informed farming and agriculture practice.

At its core, Xero provides all the tools you need to take care of the numbers, from streamlining data capture and entry, and automated bank reconciliations, to invoicing, expenses, bill management and more.

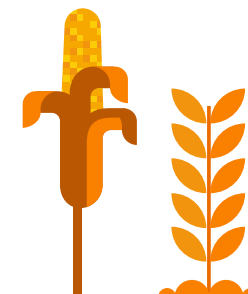
It's also the only cloud accounting platform with an agriculture specific solution – working hand-in-hand with Figured and PaySauce. Together, this product suite fulfils compliance and regulatory requirements, and takes care of budgeting and long term planning for livestock, dairy, and arable crop production, as well as tools to help manage staff.

With no ambiguity about the financial health of their farm, your clients know exactly where they stand – increasing their confidence with clarity and ensuring they are 'bank ready'. You'll have the information needed to determine the farm's future and empower your clients to reach their goals.



“The combination of Xero, Figured and PaySauce applications are providing our agri clients with a unique set of tools to help them better manage and understand their business.”

Jordan Hartley-Smith, agri and business advisory services manager,
Baker Tilly Staples Rodway



A solution for the entire management team

Xero for farming is a powerful combination of technologies to create a best-in-breed agricultural planning and compliance solution.

Xero is the heart of the financial partnership, bringing together the team and tools needed to run a better farm business with an up-to-date view of financial operations. Farmers, advisors and bankers can connect to the same ledger to access financial information simultaneously.

Figured is the only farm-specific software that allows the whole farming team to collaborate around the same data, in real-time, from wherever they are working. Figured enables long-term scenario planning and provides a powerful platform for detailed financial planning and management - allowing the governance team to make informed decisions.

PaySauce provides farmers and advisors with a shared overview of what's happening with staff on the farm. Timesheet data is captured with greater speed and accuracy, boosting compliance and clarifying labour costs while cutting manual tasks and mitigating costly mistakes.

With data coming in from Xero, budgeting is easier and always up to date, so when decisions need to be made on the farm, they're made with confidence.

“
Collaborating around a set of timely data easily enhances the relationship with the farming team, that's what the technology does best.”

Gideon Clewlow, ASB head of rural development



Benefits of the Xero, Figured and PaySauce partnership

WHAT'S IN IT FOR YOUR CLIENTS?

Give clients an up-to-date view of their whole business so they can build a clear strategy for the future.

Together Xero, Figured and PaySauce take care of financial and HR compliance requirements giving your clients peace of mind and helping to mitigate costly mistakes. Budgeting and financial forecasting is made easy and the whole farming governance team will have access to the information needed to make decisions with clarity and confidence.

With compliance and governance taken care of, clients will be in the best position possible to access bank capital by illustrating a mitigated risk profile.

Using Xero, Figured and PaySauce, farmers have access to the tools they need to better manage the farm and can:

- keep numbers up to date and stay connected to their advisors easily
- track financial impact of production and create and share financial reports with all of the farm's stakeholders
- keep the whole farming team connected via the cloud
- use scenario tools to plan ahead, budget and forecast efficiently
- automate payroll compliance
- satisfy HR and regulatory requirements
- help create a sustainable, profitable business



Benefits of the Xero, Figured and PaySauce partnership

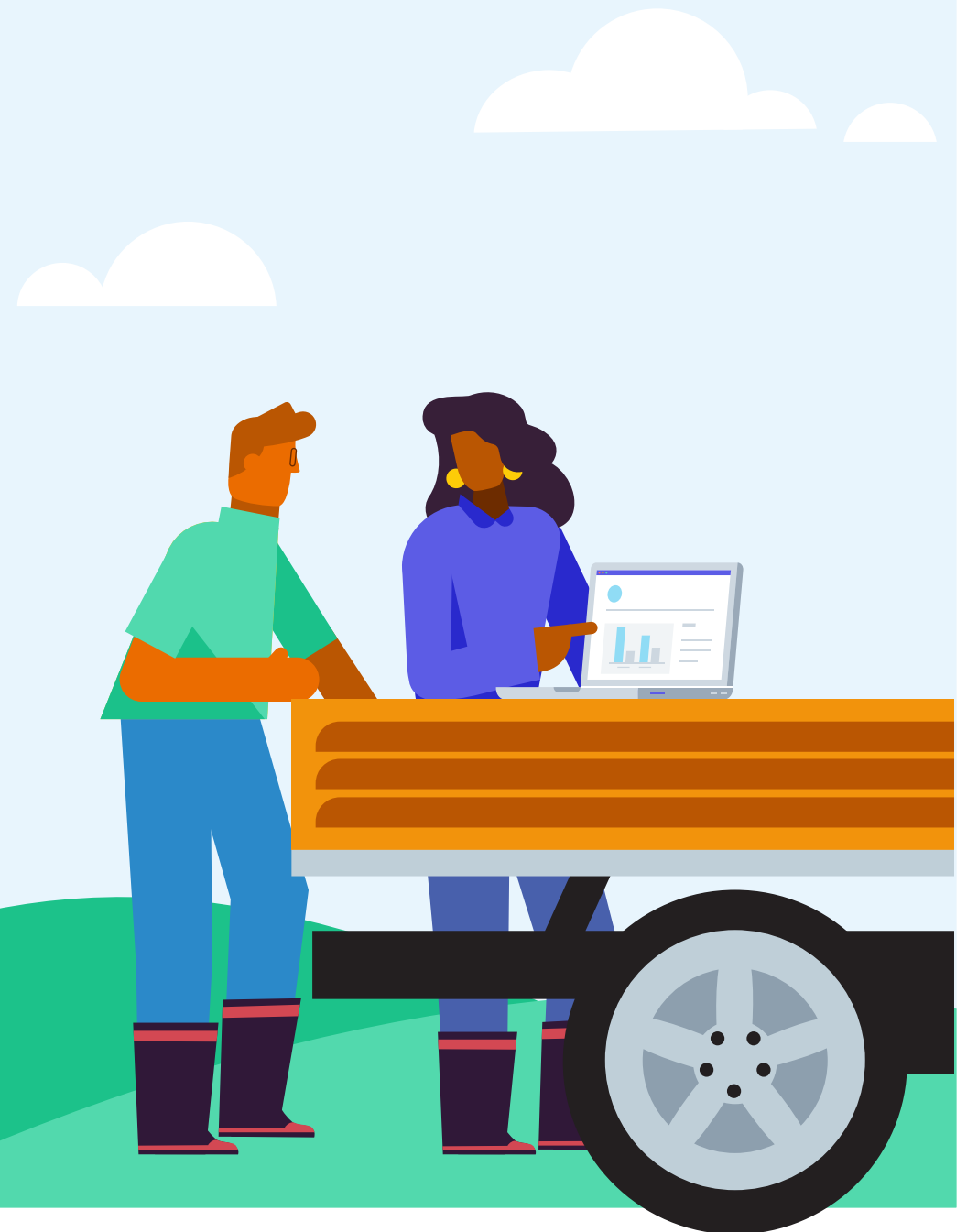
WHAT'S IN IT FOR YOU?

Enhance your position as a valued contributor to a financially sustainable farming operation and become the agri advisor of choice in your community. Help your clients embrace being 'bank ready' by solving regulatory financial compliance, people compliance, and budgeting and forecasting needs.

With this partnership, you can offer clients relevant, accurate and timely advice in a scalable and repeatable way. Empower your clients to be in the best possible position to access bank capital with the confidence to act quickly.

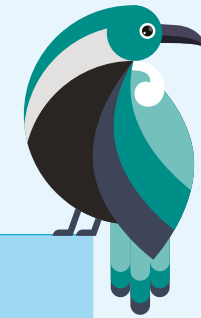
Using Xero, Figured and PaySauce together, you can:

- scale advisory and planning conversations at ease
- be a valued contributor to the farmer's business decisions
- use data to drive proactive conversations with clients
- empower clients by surrounding them with sound governance and regulatory peace of mind
- give relevant advice using granular, accurate and timely data
- give your clients confidence to act quickly and access capital by being 'bank ready'



Help clients achieve their goals and aspirations with Xero for farming

With Xero, Figured and PaySauce you have all the tools you need to effectively support your farming and agricultural clients.



TOOLS	Xero	Xero Cashbook	Xero Business Edition		
	Figured	Figured Lite	Figured Financial Farmer		
	PaySauce	PaySauce Premium			
SERVICE OFFERINGS AND OBJECTIVES	Focus area	Compliance (then)	Reporting (now)	Scenarios (where)	Financial planning (how)
	Objective	Improve efficiency for year-end processes	Accurate, relevant and real-time insights	Quickly create long-term forecasts with varied inputs	Keep a detailed financial plan up to date and track performance
OUTCOME	Advisor	Increased profit margins and capacity to consider advisory	Proactive advice leading to deeper relationship with farmers	Scalable process with limited input - relevant starting point for advisory	Use financial plan as base for regular cadence meetings for the farm management team
	Farmer	Peace of mind	Immediate visibility of financial performance	View of long-term financial position with varied inputs Access capital by being 'bank ready'	Detailed plan aligning to both business goals and personal aspirations

What is Xero Business Edition?

Xero Business Edition brings all the accounting information you need together in one easy-to-navigate space. Beautiful, powerful apps for your mobile, tablet or computer help you and your clients work more collaboratively.



Save time and collaborate with your team

Working together online means everyone is working from the same information. So your clients and their team don't have to waste time collating multiple spreadsheets or pieces of paper and receipts.



Streamline document collection and data entry

Hubdoc captures your clients' bills and receipts and turns them into accurately-coded Xero transactions, so you can spend more time providing proactive insights to your clients.



Run the farm on the go

Keep track of business from anywhere with the Xero mobile app. Your clients can send invoices, input receipts, and reconcile bank transactions wherever they are.



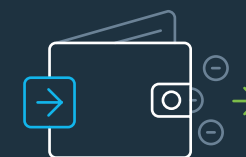
Keep track of business

Help your clients make decisions by seeing all of their business information in one place with the Xero dashboard. Customise reports, monitor spending, and stay on top of cash flow.



Real-time insights

Powerful reporting gives you an up-to-date view of your financial position. Connect with farming apps like Figured and PaySauce to get even greater insights into your business.



Automate GST

With Xero you can automate your clients' calculations and submit GST returns to Inland Revenue directly from Xero.

XERO ASSISTANCE PROGRAMME

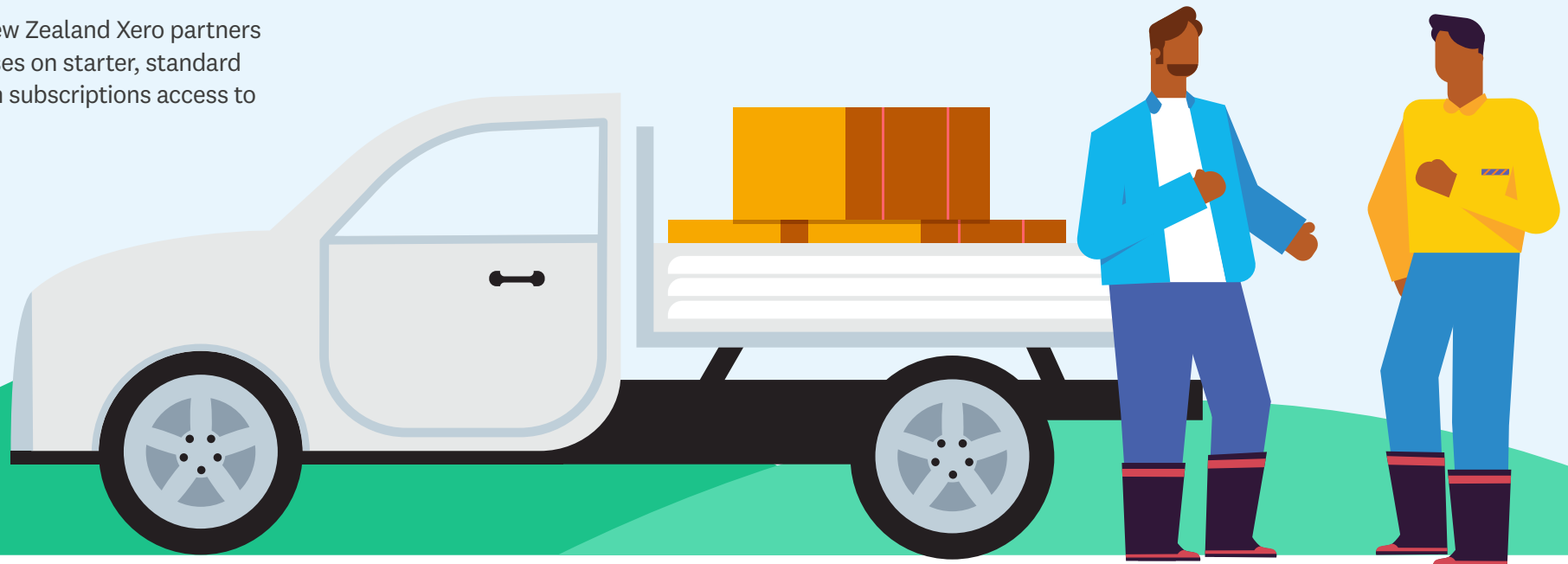
LIFE ON THE FARM CAN BE HARD, GETTING HELP IS EASY

The Xero Assistance Programme (XAP) is proudly brought to you by Xero and expertly run by our global provider Benestar, a world leader in mental health services. We understand that life can be hard on everyone sometimes. And running a farming business is no small feat.

XAP gives New Zealand Xero partners and businesses on starter, standard and premium subscriptions access to

face-to-face, telephone, live chat or online counselling, completely free and 100% confidential.

To find out more and to access free support whenever you need it, head to xero.com/xap



Figured

Figured uniquely integrates financial data with farm production data in a cloud platform. It connects advisors and stakeholders with farmers to help better manage their businesses.



Simple but powerful planning

Creating a financial plan in Figured is easy for farmers and it connects to Xero and their farm production data. This means you can help them build a financial plan to a level of detail that suits them – and keep it up to date in real time.

Financial plans without fixed time frames

We know that not everyone runs their farm to a 12-month calendar, so Figured does away with seasonal overflows and fixed 12-month budgets, making it easier for you to help farmers with their financial plans.

Long term scenario planning

With Figured, you can create multi-year plans to model anything from farm expansion, weather events and commodity fluctuations, to something as simple as machinery purchases. The scenarios tool allows you to work with farmers to measure the impact of major financial decisions before they're made.

Unlimited reforecasts

With Figured, you can update financial plans at any time and reforecast income and expenses. The app also stores every version of the financial plan so you can easily review progress throughout the year.

Financial plans mapped to production plans

Figured takes the farm operation activities and maps these to related costs, so the production plan is backed by a robust financial plan.

Production tracking

Help your clients keep track of all farm production for dairy, livestock and crop operations. Figured lets you set up multiple product trackers so they can record production down to a herd, field, or crop-type level. Production quantities automatically sync with the financial plan so you can see how a particular month's production impacts the farm's bottom line.

Reporting

Figured's report centre is the home for the farm's business insights. This is where you can produce detailed financial, production, management and year-end financial reports. Any user can add comments to reports, export as a PDF or share directly from Figured, so everyone in the farming team can stay up-to-date with the farm's performance.

Data integration

Figured uniquely integrates financial data with a vast array of farm production data in an easy to access cloud platform. Figured brings financial data in from a farmer's Xero account and integrates with some of the world's leading farm management systems.

PaySauce

PaySauce collects and calculates everything your clients need to process payroll and integrates directly with their bank and Inland Revenue.

PaySauce scales with your client's business, whether they've got one employee or hundreds. And as a solution built specifically around farming, PaySauce understands the unique needs of farmers and how to best support them.



Payday made easy

Chasing timesheets and keeping up with legislation is tricky and time-consuming for employers. PaySauce calculates wages, PAYE, KiwiSaver, holiday pay and any other obligations like student loans or child support. And with cloud-based apps for mobile and desktop, everyone stays connected and up-to-date.

Minimum wage top-ups

Help clients stay compliant with timesheet tracking for salaried staff. If employees go below the minimum wage, agri businesses are prompted to add a top-up, keeping them automatically compliant.

Track time against tasks

Staff can allocate their hours against a location, job code or task with the PaySauce app. Once managers approve, this can be applied directly to the right cost centre – so labour costs are always accurate.

Ditch paper timesheets

With the PaySauce app, farming staff can enter leave requests, access payslips, and record hours, wherever they are. Accurate hours are entered daily, avoiding scraps of paper, illegible handwriting, and tedious data entry for both you and your clients.

Agri payroll support

PaySauce looks after hundreds of farms around New Zealand, and they get that agriculture is different. The support team understands the complexities of farming payroll, including accommodation allowances, banking lieu hours, and rent deductions.

Automatic payments

PaySauce links securely with New Zealand bank accounts to automate payroll and Inland Revenue payments and filing. No more statutory deduction letters, MyIR or follow-up calls.

Xero and Figured integration

PaySauce links directly with Xero and Figured to provide a powerful overview of all the essential business numbers.

Become a Xero farming and agriculture champion

Find out how using Xero and Figured together can help you become a farming and agricultural champion.

1. Xero advisor certification
2. Figured certification

Brett Bennett, director FARMit accountants, talks to farm owner Col Wilson on his dairy farm in the Bay of Plenty



Introducing your clients to Xero for farming

We've put together some resources to help you communicate this partnership with your clients, including the email template below.

Visit www.xero.com/nz/campaigns/xero-for-farming/ for more information.

New Message

_ X

Subject line: Get a clearer picture of your farm with Xero for farming

Hi [insert name of client],

We're excited to be working with the team at Xero, Figured and PaySauce to help you better plan and manage the finances of your farm.

DISCOVER A BETTER WAY TO MANAGE YOUR FARM FINANCES

Together Xero, Figured and PaySauce take care of all your accounting, compliance and regulatory needs and offer a complete solution for staying on top of today's finances as well as planning for the future.

HOW XERO, FIGURED AND PAYSAUCE CAN HELP YOU:

- **Team effort - planning with confidence**

Great farms take great teams. A sound governance structure needs quality data to make well informed and confident decisions and be well positioned to react to market volatility. You, your farming team and I can input data into the same place. So, there's less time spent on data entry and collating multiple spreadsheets.

- **Stress-free payday**

Ditch the paperwork and confusing calculations with an accurate and efficient payroll system. Digital timesheets, minimum wage top-ups, automated payments and Inland Revenue filing.

- **Save time, access capital and get paid faster**

With sound systems and governance, you'll be well positioned to not only ride the waves of market volatility, but access capital by being 'bank ready'.

- **Simple, easy-to-use software**

Working online means you don't have to download information and email it to us. It's an easier and more efficient way to work - with a user-friendly and intuitive experience.

Get in touch to find out about how Xero, Figured and PaySauce can improve how we manage your farm's needs and accounts.

[Add your sign-off here]

