

Understanding the value proposal of outsourcing

The current complexity of doing business and maintaining a company with high competitive standards, has led company leaders and executives to assume several responsibilities. Many of these include non-core process activities, such as accounting, tax compliance and payroll. When these procedures are performed internally by the corporations, they may be a distraction for executives, who therefore cannot be completely involved in strategic business issues.

Business Process Solutions (BPS) services of Deloitte offer world-class systems and processes that maximize the efficiency of the operations and, therefore, increase the productivity and profitability of the business. This allows leaders and executives to delegate support processes to specialists and concentrate on key business activities that provide value to stockholders.

By outsourcing financial, operating, or technological activities, our clients have improved the performance of their processes, as well as reduced their cost structure, and with that, our services have become a strategic business tool.

The following are key indicators to define whether a business process should be outsourced:

- Having inefficient processes, which results in repeated errors, like missing information delivery dates, among others
- High internal operating costs
- High costs to train and update personnel regarding tax, operating, and software usage issues
- Accounting and management functions that lack the experience, resources, or technology necessary to fulfill their task
- Accessibility to new platforms and technological applications without having to purchase them, by using the structure created by a reputable outsourcing provider
- Leveraging economies of scale offered by the supplier by maintaining its software updated for tax changes and migration to new versions
- Spin-off or restructuring without sufficient business infrastructure
- Having processes with the market's best practices and continuous updates
- Immediate access to new operating methodologies





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As part of our service offer and in order to provide better solution alternatives to satisfy the needs of our clients, we gather general information that helps us understand your processes, information technologies, strategy, and people.

Business Processes

Our outsourcing services offer to our clients' business processes are:

Accounting and tax compliance

- Processing of company's daily accounting transactions in our shared services center or at the client's facilities
- Issuance of financial information based on Mexican Financial Accounting Standards, as well as translation of such information to foreign currency, in conformity with the applicable Accounting Standards
- Monthly and annual compliance with tax obligations
- Registration and arrangements with various government agencies
- Tax files related to electronic accounting records including chart of accounts, trial balance and journal entries.

Payroll

- Payroll lists
- Payroll accounting entries
- Preparation of payment of SUA (Sole Self-Determination System)
- Preparation of magnetic media for dispersion of funds
- Determination of withholding taxes and social security contributions
- Preparation of payroll slip including the official stamp (UUID)
- Issuance of Social Security notices
- Audit schedules
- Income and withholding certificates
- Personalized reports and files

Specific Processes

Our outsourcing services offer to our clients' processes are:

Accounts payable

- Administrative control over the account payable, from the reception of the invoice, client's authorization for processing, financial and tax validation, to its settlement
- Issuance of balance aging reports
- Recording of the transaction in accounting

Accounts receivable and billing

- Administrative control over the account receivable, from the reception of client's authorization for processing, financial and tax validation and, if applicable, delivery to the customer
- Issuance of balance aging reports
- Recording of the transaction in accounting

Treasury

- Preparation of checks and wire transfers
- Control over bank balances and transactions
- Cash budgets
- Recording of the transaction in accounting

To support our services and provide confidence to our clients:

- We have state-of-the-art technology, using financial and human resource ERPs (Enterprise Resource Planning Systems)
- Our payroll and human resources applications are prepared to process large employee volumes
- Extensive network of offices located in Mexico's principal cities and worldwide that allow us to satisfy the local and global needs of our clients
- Experienced personnel to fulfill your service necessities and understanding of any business issues from a multi-disciplinary point of view

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