**Who are Clarit-e?**

Based in Melbourne, Australia, Clarit-e is a management consulting organisation who partner with their clients to lead the execution of strategic process and system improvement initiatives. Our core purpose is to help your business navigate transformational change through clear and focused execution and enablement.

Clarit-e has proven experience leading change and delivering improvements to organisations across a range of industries. However, we specialise in working with accounting firms in the middle market helping them to navigate the disruptive changes rapidly changing the face of their industry.  Our expertise includes business process automation and the management of onshore and offshore teams across tax and audit compliance services.

**What are our capabilities?**

We offer a range of project advisory services including project management, business process improvement, change management, business analysis and business intelligence. At Clarit-e we aim to build your organisation’s capabilities enabling you to manage and execute change initiatives. We do this by providing hands-on project delivery along with coaching in best practice project methodologies.  We look to establish simple repeatable project and change management processes that can continue to be utilised by your organisation long into the future.

**What are the major challenges facing the accounting industry?**

The three major disruptors facing accounting firms are the offshoring of compliance activities, rapid changes in technology and the internet.  These industry wide disruptors are placing pressure on fee negotiations, revenue generation and are also providing a significant increase in competitive activity.  As clients continue to push prices down, accounting firms have and/or are in the process of implementing systems and technologies to drive further efficiencies and reduce costs.  In addition the outsourcing of accounting services for low end and non-confidential work to further lower client costs has been pervasive.  This has now started to extend across end to end tax and audit compliance processes as firms start to recognise the qualified accounting capability they have available to them at a much lower cost.

The need to win new business and increased competition has resulted in the entry of the Big 4 into the middle tier market and the emergence and expansion of non-traditional competitors with different business models.  Cloud computing is enabling businesses to scale at a very rapid rate and maintain low cost operating models.  As the industry becomes hyper-competitive it is crucial for accounting firms to deepen their understanding of clients and build their capability to offer value added advisory services.

**How we can help professional services firms in the accounting industry**

Clarit-e have deep industry experience gained across the Big 4 and mid-tier accounting firms and a consistent track record for leading change and delivering improvements to business processes.  Our people have extensive industry experience leading and managing teams at organisations such as KPMG, Arthur Andersen, WHK, BVH Accountants, Evolution Advisers and Pitcher Partners.

Our delivery model involves us working directly alongside you helping you to:

* Recognise the major disruptors for your business
* Ensure you have developed a clear strategy on how to respond
* Develop a plan and execute the changes required to ensure business growth is maintained and the quality of your client work is not compromised

**Case Study**

A leading mid-tier accounting firm required support to implement large scale process and system improvements identified through a major organisational review.  Through a structured program delivery approach we harnessed the required internal resources, engaged widely across the organisation and delivered major changes throughout the firm every 8 weeks with minimal disruption to normal business operations.  The implementation of these improvements freed up over x hours per annum that could be redirected to value added advisory services.

Check out our website at [www.clarit-e.com.au](http://www.clarit-e.com.au) and contact us on (+61) 3 9008 599 to help your organisation navigate change and drive successful business outcomes.