



PAT TOMLINSON
ACCOUNTANCY



Empowering Agricultural Success

Leveraging Technology to Scale and
Grow in the Agricultural Sector



Nnetitude

Cultivating Prosperity Through
Strategic IT Solutions



We unite people, processes, and technology to propel businesses towards sustainable, **long-term growth.**"

The Client

Pat Tomlinson Accountancy

Pat Tomlinson Accountancy is a chartered accounting firm that **specialises in working with farming and rural businesses**. Their services include general tax and accounts, as well as commercial and strategic business advice. The friendly and experienced team at Pat Tomlinson Accountancy closely collaborates with farmers across the UK to make their accounts work for the benefit of their businesses.

They have offices based in the Southwest of England and serve clients in various counties throughout the UK. Their commitment to helping farmers and family-run companies achieve their financial goals and commercial needs sets them apart as a go-to accountancy firm for agricultural businesses.

They have **three key areas** which they consider when delivering a bespoke service to their clients:

- **Knowing the personal wishes of the people involved**
- **Understanding the financial position and commercial needs of the business**
- **Mitigating the tax liabilities**

Each of these three elements goes hand in hand, and the team at Pat Tomlinson recognise that only by understanding the unique combination of all three areas can they truly give their clients **best-in-class financial advice**.

Strategic Roadmap

When we approached Pat Tomlinson Accounting, intending to take their Managed IT Services to the next level, we identified several key areas we wanted to address to ensure they can continue to provide expert advice to farmers across the UK without technology holding them back.

Our tailored strategic roadmap for clients is created via the **bespoke NET9 framework** – a process adopted in the onboarding and day-to-day management of every client we serve at Netitude.

The NET9 framework begins with a full technical audit of the organisation's systems; this helps us understand their current alignment with industry best practices and gives us a good idea of their IT infrastructure state.

We ensured that the Pat Tomlinson team knew the entire process and the new systems we'd need to implement to bring the organisation up to speed from an IT standpoint. Therefore, when we set out our strategic roadmap, our IT experts (Technical Alignment Managers and Virtual IT Directors) took the time to explain the entire process from start to finish to ensure transparency and preparation for the innovative IT solutions we planned to implement.



Adam Harling
Managing Director



The Brief

When Pat Tomlinson and Netitude started their relationship, the main aim was to get the business up and running technologically. They had specific needs we needed to address, including ensuring all staff members could work remotely and providing all the suggested tech systems, such as WatchGuard and 365 Cloud Solution software, were put in place from the outset.

Our technical alignment and solutions teams worked directly with Pat Tomlinson and their software suppliers to ensure a complete migration to the cloud.

Providing Pat Tomlinson Accountancy with an Innovative Solution

At Netitude, **our overarching aim is to ensure that our clients have the right technology in the right place at the right time**, and this was very much the case with Pat Tomlinson. We ensured they could stay on top of their IT game by planning quarterly reviews to maintain continuity and ensure we were meeting the client's needs at regular interviews.

These regular reviews conducted by our Virtual IT Directors enable us to analyse their entire organisational IT infrastructure and offer tailored advice and suggestions, which, in turn, will help clients such as Pat Tomlinson Accountancy to **smash their commercial objectives and scale their business operations**.





The Result

Pat Tomlinson, Pat Tomlinson's Accountancy Director, approached Netitude, stating his intention to replicate the technology used in larger organisations, such as sector-specific software, a robust cybersecurity package, and effective internal and external communications.

We are happy to share that we've made progress on all of these fronts and have helped Pat Tomlinson, a relatively small-sized, family-orientated accounting business, to punch well above its weight from a technological standpoint.

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Pat Tomlinson

Director and Principal / Pat Tomlinson Accountancy

My first meeting with Adam was a great start. Having developed Netitude from a start-up, he immediately empathised with our requirements. I was fearful he might just be an IT wizard, but he proved to be much more. He communicated effectively, considering my limited IT knowledge, and demonstrated a keen commercial sense.



Next Steps

We look forward to continuing to nurture our relationship with Pat Tomlinson as both organisations continue their growth strategies. Our dedicated Virtual IT Directors will be on hand to provide quarterly reviews, ensuring they are happy with the technology services and packages we provide.

Our service desk is on hand, offering a round-the-clock service to address their needs or queries should anything go wrong with their IT infrastructure. We're proud to work with companies such as Pat Tomlinson and can't wait to see the business scale and grow as the years tick by, knowing that their IT systems are all in check.

Is **Netitude** the **Right Fit** for your business?

Is your organisation's IT infrastructure obstructing your workforce from getting their work done? Are you frustrated by recurring issues such as slow internet speeds, network connectivity issues and outdated IT equipment? If so, it might be time to **kiss those tech problems goodbye** by joining our friendly team of experts at Netitude. Working with a top Managed Services Provider and Somerset's Employer of the Year might be the best decision you make this year.

We work with businesses of many shapes and sizes operating in various industries. Well, then, what are you waiting for? **Give our friendly team of tech experts a call** today to see what we can offer your business!

