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Tim Lwin, Senior Tax Manager, Barlow Andrews

## About Barlow Andrews

Barlow Andrews is one of the North West’s leading independent Chartered Accountants, trusted by clients for more than 80 years.

With offices in Bolton and Darwen, in Lancashire, the firm deals with all accountancy matters, including tax advice, and prides itself on its strong links with local businesses. It has seven partners and a total of 50 staff.

About 90 per cent of clients are based locally and the majority of the firm’s work is for small and medium sized companies. Such is the reputation of Barlow Andrews that new business comes almost entirely from recommendations and word-of-mouth.

## What LexisNexis services do Barlow Andrews use?

Barlow Andrews introduced an electronic library a decade ago and has, for several years, relied on LexisNexis services. Recently the firm became a subscriber to Tolley@Guidance, which is complemented by Tolley@Library, resulting in a streamlined research package which is saving the firm time and money.

TolleyGuidance provides a helping hand for all tax matters. It has been designed to help tax professionals in their everyday work, by providing practical guidance around the core tax issues, that tax practitioners are faced with on a daily basis. Content is provided by some of the leading figures in the tax world.

TolleyLibrary is the most comprehensive research tool for tax and accountancy professionals; it offers the user a single point of access to thousands of the most trusted tax and accountancy

sources available. It combines frequently-updated authoritative sources, such as Simon’s Taxes and De Voil Indirect Tax Service with a range of current awareness information to keep you completely up-to-date.

## How do Barlow Andrews benefit?

“TolleyGuidance has already become my first stop when I’m doing research,” says Tim Lwin, senior tax manager at the firm, “we have only been subscribing to TolleyGuidance for a matter of months but, in conjunction with TolleyLibrary, it has cut typical research time by 40 per cent.”

“I’ll often find the answer immediately using TolleyGuidance but if not, or I require more detail, I can link easily and quickly to TolleyLibrary. It is authoritative and I like the depth of content. It enables me to get responses to our clients more quickly and I can be sure the information is up-to-date.”

“We work in an area that is constantly evolving. Every budget brings changes in taxation, such as pension contributions and entrepreneurs’ relief. It is important we are up to speed” adds Mr Lwin.

Another specific benefit for Barlow Andrews is substantially reducing the amount of money spent on external consultants. Mr Lwin says “TolleyGuidance has proved very cost-effective because it is enabling us to keep more research in-house. In the time we have been using TolleyGuidance I estimate that the cost of external consultants has fallen by 50 per cent. That translates to a very good saving for the firm, of about £250 a month.”

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