



Setting up operations in the UK – case study

Summary

The RSM FDI team helped a New Zealand based business set up business operations for the first time in the UK

Introduction

Our client provides solutions to energy retailers and they are owned by one of Oceania's largest electricity generator and retailers.

Challenges

Our client were looking at setting up operations for the first time in the UK and wanted to understand how RSM could help and the experience the FDI team had in undertaking this type of work. Given this was an initial foray into exploring an international market, it was crucial that this went smoothly.

Partnering with RSM

RSM had an initial scoping call with the client and on this call, we were able to show our expertise, so they accepted we were the right company to work with.

Results

The employment and expat tax, payroll and outsourcing services are all delivered from our Reading office due to the integration of those services, and the experience those teams have with FDI clients. The role of audit RI and delivering the audit and stat accounts was retained by the original audit team.

Involving the FDI team made winning the client easier as their experience was evident from the first call; and their proposal, which the client accepted, included more services than initially thought would be relevant.

Call to action

If you have an international client that is looking at setting up operations in the UK contact Mike Sables, Samantha Day or Gayle Davies for more information.

Also, you can visit <https://www.rsmuk.com/what-we-offer/by-service/outsourcing/foreign-direct-investment>