



**YOUR R&D PARTNER  
YOUR NEW REVENUE STREAM**

As one of the UK's leading R&D tax advice providers, our aim is to make the claims process as simple as possible.

Our specialist R&D tax consultants have helped thousands of accountants successfully claim back millions of pounds for their clients using the R&D tax incentive schemes.

*What truly differentiates us is our unrivalled breadth and depth of senior level experience covering a wide range of industry sectors – making us the perfect R&D partner for your accountancy firm.*



# WHY PARTNER WITH RANDD UK

## Our accountancy-first approach puts you and your clients first.

We're not here to take over from you – we're here to help you offer more to your clients and boost your reputation.

We work with you, not against you – utilising your in-depth understanding of your client to prepare expert R&D tax relief claims.

A partnership with randd uk acts as an extension to your firm.

Our premium consultancy support will result in time savings, cost savings, happy and supported clients who stay, and practice growth!

Partnering with the leading R&D specialists is a win-win for you and your clients:



### Specialist R&D partner

Rest assured that your client's claims are prepared accurately, ensuring they receive the relief they're entitled to while reducing potential scrutiny from HMRC.



### Save time and add value

We leverage the data you already hold and focus directly on the technical aspects of the claim, making the process smoother, faster, and more efficient.

This will ultimately strengthen client relationships and reinforce your firm's reputation for outstanding service – going above and beyond to help your clients get the relief they deserve.

## Our track record speaks for itself:

**£250m+**

claimed back  
for clients

**£50,000**

average claim value  
– unrivalled average  
in our industry

**5300+**

successful claims  
submitted

**17 years**

delivering quality results,  
building trust with our  
clients along the way

We're proud to have some of the nation's brightest, most experienced R&D tax specialists at our consultancy.

- Our Technical Director, Adam Bointon PhD, has been working as an R&D Tax Credits Specialist since 2009, helping small to medium-sized enterprises (SMEs) in the manufacturing and software sectors to claim R&D tax credits. He is skilled at converting highly technical information into reports that the layman can read.
- Meanwhile, our Operations Director, Nigel Langrick ACCA, holds more than a decade of in-practice tax experience, having previously held roles at national and regional firms before specialising in R&D tax relief. A trained accountant, Nigel understands the needs of the firms we work with and delivers first-class advice to clients.
- R&D technical consultant Herman Akut brings a wealth of industry experience to his role as a specialist sector adviser to engineering companies. He's skilled at using technical information from projects to build robust R&D tax relief claims.

Our services don't stop after we've submitted your claim.

### ***We offer post-claim care – because we care.***

randd uk liaises with HMRC on your client's behalf, addressing any concerns, reviewing documentation, and providing additional support during investigations where required.

We can help to support your clients who get an HMRC enquiry. We have a strong track record of successfully defending our clients' claims, and we'll take care of all communications with HMRC.

Our other unique advantages include:

- Expertise covering every sector and every possible challenge the R&D tax credits industry may face.
- Member of K3 Capital Group – enabling us to combine long-term security with a personal, high-quality service.
- Major financial backing from Sun Capital – so we're not going anywhere.
- Access to regular CPD accredited webinars.

Don't just take our word from it – hear from accounting partners how transformative randd uk's services can be:

***“The team at randd uk speak the language of our clients.”***

*Andy Turner, Mark J Rees LLP*

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***“randd uk changed our perspective on R&D tax. It wasn't just a sales pitch but a genuine service line which, we realised, could really benefit some of our clients in obtaining R&D tax credits.”***

*James Sewell, Wright Vigar*

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***“Having them on board as a trusted partner allows us to keep R&D tax as an option and differentiate our practice.”***

*Ollie Turner, Verallo*

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***“They're open, friendly, reliable and do a really good job.”***

*Jack Little, LMW*

# HOW IT WORKS

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We contact your client, undertake a review of their claim, provide feedback, and work in partnership with your firm.

We'll remind you to submit an Advanced Notification and make sure you have all the key dates in your calendar.

We can work behind the scenes to provide expert R&D services as part of your firm's brand, or you can opt for a co-branded approach, where we are visible as your trusted R&D partner.

Whichever option you go for, you'll have the opportunity to earn commission when you refer other suitable clients to randd uk.

## THE COMMERCIAL OPPORTUNITY

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**Most R&D firms pay accountants a one-off commission.**

randd uk offers introducer fees in perpetuity. With our recurring revenue model, we pay you every year your client stays with us, not just once.

Every year a referred client stays with randd uk, YOU continue to earn.

- A 3-partner firm with circa 20 staff has earned £85k in commission over 10 years.
- A 6-partner firm with circa 50 staff has earned £264k in commission over 10 years.
- LMW's partnership with randd uk has added up to £4 million in client value.

With randd uk, R&D is a low-effort, high-reward additional income stream for your firm.

# WHAT YOU GET

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## Your referral toolkit includes:

- ✓ Email templates
- ✓ Slide deck
- ✓ FAQs
- ✓ Co-branded collateral (optional)
- ✓ Reassurance that randd uk makes it easy to promote R&D services to clients
- ✓ Access to a wide range of service to help elevate and grow your practice via a partnership

## You'll also benefit from:

- 1**  
Regular review meetings with your dedicated Relationship Manager.
- 2**  
Help identifying clients who may be suitable for R&D tax credits.
- 3**  
Feedback on clients we are supporting and the claim progress.
- 4**  
Commercial arrangements that add value to your practice.

randd uk is a member of K3 Capital Group – so by working with us, you'll gain K3 Hub membership.

With this membership, you'll have access to the K3 Hub and free CPD training for your staff, as well as the chance to make connections with other professionals and become part of something bigger.

Just as you want to work with proactive clients, we want to work with proactive accountants.

Through collaboration, education and working together – with a team of dedicated relationship managers to look after you and provide regular updates – we can ensure best practice.



# WHAT OUR CLIENTS ARE SAYING

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“ randd uk were able to explain the process of a compliance check clearly, and any questions or doubts that we had were eased throughout the process. We were delighted to receive the news that our claim had been approved with no amendments. randd uk were particularly helpful in guiding us through a Teams meeting with HMRC where we were able to justify all elements of our claim to the Tax Inspector. ”

*Dirty Cow Chocolate Ltd*

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“ randd uk provided exceptional support throughout the compliance check. They had already prepared a comprehensive claim that clearly documented our development project, which formed a solid foundation for our defence. When HMRC raised detailed technical queries about our manufacturing engineering advances, randd uk responded with thorough, well-evidenced explanations that demonstrated how our project pushed the boundaries. Their understanding of the guidelines and ability to articulate complex technology and our technological advance was invaluable in successfully defending our claim. ”

*Motive XQ Ltd*

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“ Having already made four prior claims with randd uk’s support, we were well aware of the professionalism and expertise of randd uk’s advisory. It was no surprise that when our valid claim was selected for enquiry, randd uk were both able to quickly secure the validity of the claim through correspondence with HMRC, but also secure the full amount of relief that we were due when HMRC questioned randd uk’s computations. Whilst being selected for enquiry was a concern, we were reassured by randd uk’s advice on the quality of the claim and found the process to be clearly explained throughout. ”

*Coco Worldwide Ltd (trading as Newlane)*

# FREQUENTLY ASKED QUESTIONS (FAQS)

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## What are R&D tax credits?

R&D tax credits are a tax incentive designed to encourage UK companies to invest in their R&D. The tax credits can allow a company to reduce their tax bill or claim cash credits as a proportion of their R&D expenditure over the qualifying period.

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## How do I know if my client is doing the right type of R&D?

Due to the wide-reaching nature of R&D, 78 per cent of businesses could be eligible for the scheme. If your client is trying to resolve scientific or technological uncertainties with some level of risk, then they are carrying out the right type of R&D. It does not matter which sector the client operates in.

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## Which sectors are eligible for R&D tax relief?

Contrary to popular belief, R&D tax credits are not restricted to companies in the scientific and technological industries.

Any of your clients could be eligible for R&D tax relief – as long as they are UK-registered companies and are trying to solve a scientific or technological problem with some uncertainty involved.

For example, a fashion business that works to improve the sustainability of textile products and processes could qualify for R&D tax relief.

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## Why choose randd uk and not another R&D provider?

Our proven track record has demonstrated that we can help our clients claim back up to nine times more value compared to their accountants, a self-submission or an alternative R&D agent. The diligence of our R&D experts ensures that no stone is left unturned when we manage your claim.

We use our efficient service to maximise the claim size and get the best returns possible. Our specialist team are there every step of the way – and, to illustrate our thoroughness, we risk-assess each claim at three different stages of the process.

This ensures everything contained within the submission qualifies towards securing the maximum amount of tax relief your client is entitled to.

## What sectors qualify for R&D?

There are some sectors where R&D work is more commonplace and some where it is less likely to occur.

### The main sectors for R&D are:

- Manufacturing and Engineering
- Software Development
- Construction Food and Beverage (typically focused on processing – not a change of ingredients)
- Aerospace, Rail and Automotive
- Green or Carbon Neutral Energy
- Sports Science
- Pharmaceuticals
- Health – (not Humanities, such as Psychology)
- Farming – arable or pastoral

### The sectors that are unlikely to include R&D are:

- Services – (accountants, solicitors, hairdressers, etc.)
- Restaurants, Pubs, Leisure Centres and Hotels
- Care Homes
- Property Developers
- Education and Social Work

Humanities is excluded from R&D as innovation can only arise from resolving an uncertainty with science or technology.

There are some sectors where a more nuanced approach is required, so be sure to seek specialist guidance when considering an R&D tax relief claim.

Ready to revolutionise your firm's R&D offering?  
Contact [randd.uk](http://randd.uk) today to find out how we can work with you.

**01332 477 070**  
**[accountants@randduk.com](mailto:accountants@randduk.com)**





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01332 477 070 • [accountants@randduk.com](mailto:accountants@randduk.com)

Suite 1 & 3, 1st Floor South, Cardinal Square,  
Nottingham Road, Derby, DE1 3QT