

Bartech is a US-based global professional services firm that has led the workforce management industry for over 36 years. Based in Southfield, Michigan, the Group has operations in Canada, Belgium, United Kingdom, France, Germany, Singapore and Mexico and serves industries as diverse as automotive, telecommunications, power, pharmaceutical, financial, oil and gas, heavy industrial equipment and healthcare.

From small beginnings in 1954 as a husband and wife enterprise focused on providing skilled labour to the business community, Bartech now employs 320 full-time staff supported by a staff augmentation unit of 2,000 technical and professional people and a managed solutions business unit of 30,000 workers. The firm invoices over USD 3 billion a year and helps clients improve their market position through greater efficiency, transparency and reduced operational risk.



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CHALLENGE

Two years ago Bartech's European capability consisted of their first international office set up in 2009 in the UK. But when 2014 turned into a year of potential expansion with client opportunities in Belgium, France and Germany in quick succession, the Group was in clear need of an international business partner, and fast.

UHY LLP in Detroit, Michigan, US, had been providing annual audit and tax services for Bartech since 2009 and enjoyed an excellent relationship with the Group. As a consequence, UHY LLP's senior partner, Jerry Grady, was the first person the business turned to for advice about setting up entities in other countries.

“When we needed advice about how to optimally manage financial operations we turned to UHY LLP,” says James Hanrahan, executive vice president and chief financial officer at Bartech. “It takes time to set up operations in another country and we needed support. Likewise later, we had no experience of setting up a trading company in Singapore and needed expeditious support in doing so.”

“Challenges that would barely trouble some businesses felt big to us as newcomers to internationalisation, but with nearly every issue we have faced Jerry has been my starting point. If he cannot help he always knows who to go to,” says James.

SOLUTION

UHY member firms in France and Germany worked closely with Jerry at UHY LLP to find the relevant business set-ups, as well as providing ongoing tax advice, accounting and filing requirements.

There were some positives along the way: UHY LLP advised Bartech that their new

French company could be established by member firm UHY GVA, Paris, as a division of Bartech Germany which made the set up easier and faster. And when within the year, the German government conducted a VAT audit, Bartech's new entity in Germany was able to provide accurate data thanks to help and support from member firm UHY Lauer & Dr. Peters KG in Berlin.

Later in the year Singapore member firm UHY Lee Seng Chan & Co, similarly guided Bartech through local tax and labour laws and was instrumental in establishing the Group's legal entity there quickly and efficiently.

RESULT

Since early 2014 Bartech's international expansion programme has been rapid and intense but with consistent, quality support from UHY member firms it has been straightforward.

“We knew from the start that we needed trusted advisors who understood local landscapes. We could not have achieved this pace of global growth without UHY. Their service and support is always reassuring and expert wherever they are in the world. Jerry Grady answers all my questions at lightning speed every step of the way,” says James.

“By the end of 2016 we may set up offices in Italy, Norway and Poland and I will definitely turn to UHY member firms for local tax and accounting support,” he says. “UHY has been reliable every step of the way.”

UHY IN THE HUMAN RESOURCES SECTOR

Globalisation brings numerous challenges for HR clients, with more demands for more efficiency, scalability and agility than ever before. UHY member firms help companies implement visionary yet pragmatic strategies that are always aligned with the business plan.