brysa

Helping you find your flow

ACCOUNTING SEED

Finance

Native accounting in Salesforce — readiness first, because finance cannot be a best guess.

STEP 1	STEP 2	STEP 3
Most popular		
Assess	**Launch**	**Expand**
£4,000 + VAT	**Priced at Assess**	**Priced at Assess**
2 to 3 weeks	Confirmed at Assess	Confirmed at Assess

Why there is no published implementation price

A finance system carries obligations that a CRM does not: statutory reporting, audit, tax and an opening balance that must reconcile to the penny. The variables — entities, ledgers, currencies, chart of accounts, opening balances, tax treatment — differ so much between organisations that any published implementation price would be misleading. Brysa therefore publishes the readiness price only, and quotes the build from evidence.

Brysa Limited

satish.thiagarajan@brysa.ai · +44 (0) 7867 865 102 · brysa.ai

THE OUTCOME

What you will have at the end

A Brysa Finance Readiness engagement establishes exactly what it would take to run your accounting inside Salesforce, and produces a costed implementation plan your finance director can rely on.

A clear entity picture
Entities, ledgers and currencies documented and understood.

A chart of accounts view
What transfers, what changes and what must be rebuilt.

Process maps
How AP, AR and the general ledger actually run today.

Tax and compliance position
Obligations identified before design begins.

An opening balance plan
How you would move without breaking reconciliation.

A costed roadmap
An implementation plan with a price based on evidence.

Included in the readiness engagement

- Kick-off and confirmation of the entities and processes in scope
- Structured discovery across finance, operations and systems stakeholders
- Documented current-state assessment of AP, AR and the general ledger
- Chart of accounts, tax and opening-balance assessment
- An implementation roadmap with a firm fixed price for the first phase
- A findings walkthrough with your finance leadership

STEP 0 · REQUIRED WHERE COMPLEXITY IS UNCERTAIN

Finance Readiness

Mandatory before any Accounting Seed implementation, without exception. Two to three weeks to review entities, ledgers, chart of accounts, AP, AR and general ledger processes, tax obligations and opening-balance requirements. Ends in a written assessment, an implementation roadmap and a firm fixed price for the first phase. The full fee is credited against any implementation commenced within 90 days.

£4,000 + VAT
2 to 3 weeks
Credited on proceed

WHERE TO START

How the engagement is structured

Only the readiness price is published. Core Financials and Extended Finance are quoted from the readiness findings, and the indicative ranges below are shown so you can plan a budget rather than be surprised by one.

CAPABILITY	STEP 1 · ASSESS	STEP 2 · LAUNCH	STEP 3 · EXPAND
Price	£4,000 + VAT	Quoted at Assess, typically from £9,500	Quoted at Assess, typically from £15,000
Best fit	Any organisation considering Accounting Seed	One entity, one ledger, one currency	Orders, inventory or project accounting
Entities	Reviewed	1	Confirmed at Assess
Ledgers	Reviewed	1	Confirmed at Assess
Currencies	Reviewed	1	Confirmed at Assess
Chart of accounts	Assessed	Standard chart configured	Confirmed at Assess
Accounts payable	Process mapped	Configured	Configured
Accounts receivable	Process mapped	Configured	Configured
General ledger	Process mapped	Configured	Configured
Opening balances	Requirements documented	Opening trial balance loaded	Confirmed at Assess
Bank and cash	Assessed	Standard bank reconciliation	Confirmed at Assess
Orders and inventory	Assessed	Not included	Confirmed at Assess
Project accounting	Assessed	Not included	Confirmed at Assess
Tax treatment	Obligations documented	Standard tax configuration	Confirmed at Assess
Reporting	Not included	Standard financial reporting	Confirmed at Assess
Implementation roadmap	Included	Not applicable	Not applicable
Firm quote for the build	Included	Not applicable	Not applicable
Typical duration	2 to 3 weeks	Confirmed at Assess	Confirmed at Assess

All limits are maximums within the fixed-price package and are confirmed in the configuration workbook after discovery.

Always separate workstreams

Multi-ledger and multi-currency operation, inventory and order management, project accounting, third-party tax engines such as Avalara, and complex opening balances are never folded into a first phase. Each is scoped and priced as its own workstream once readiness has established what is actually required.

STEP 1

Assess

The mandatory first step. Establish the entity, ledger, process and compliance position, and produce a costed implementation plan.

£4,000 + VAT

Typical delivery: 2 to 3 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Entity and ledger review	— Discovery across finance, operations and systems stakeholders totalling up to 10 hours — Documented entity, ledger and currency structure — Assessment of consolidation and intercompany requirements	**10 discovery hours**
Chart of accounts assessment	— Review of the existing chart of accounts, its structure and how it is actually used — Assessment of what transfers directly, what needs restructuring and what must be rebuilt — Recommendation on chart design for Salesforce-native accounting	**1 chart assessment**
Process mapping	— Current-state maps for accounts payable, accounts receivable and the general ledger — Bank, cash and reconciliation process review — Documented controls, approvals and month-end close activities	**3 process maps**
Tax and compliance	— Tax obligations documented across the jurisdictions in scope — Statutory reporting and audit requirements identified — Assessment of whether standard capability meets those obligations	**1 compliance view**
Opening balances	— Requirements for the opening trial balance and any sub-ledger detail — Assessment of source data quality and reconciliation risk — Recommended cutover approach and timing relative to your financial year	**1 cutover plan**
Roadmap and quote	— Phased implementation roadmap with dependencies and sequencing — Firm fixed price for the first phase and indicative view of later phases — One findings walkthrough with finance leadership and twenty working days of follow-up	**1 fixed quote** **20 working days**

STEP 2

Launch

Core financials for one entity, one ledger and one currency, quoted from the readiness findings.

Priced at Assess

Typical delivery: Confirmed at Assess

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Readiness prerequisite	— Finance Readiness completed at £4,000 + VAT, credited against the implementation — Confirmed scope, chart of accounts design and cutover plan — Firm fixed price and delivery plan	**Required £4,000 credited**
Foundation	— Entity, ledger and currency configuration for one entity — Chart of accounts configured to the agreed design — Accounting period, close calendar and control configuration	**1 entity 1 ledger**
Accounts payable	— Supplier records, payable invoices and payment processing — Approval routing for payables to the agreed thresholds — Bank payment file or payment recording as agreed	**AP configured**
Accounts receivable	— Customer records, billing, receivables and cash application — Credit note and adjustment handling — Agreed link from Salesforce opportunities or orders where applicable	**AR configured**
General ledger and cash	— Journal entry, recurring journal and period-close configuration — Standard bank reconciliation setup — Standard financial reporting including trial balance, profit and loss, and balance sheet	**GL configured**
Opening balances	— Opening trial balance loaded and reconciled to your existing system — Sub-ledger opening detail as agreed at readiness — Documented reconciliation evidence for audit	**1 opening balance**
Test, train and launch	— Brysa testing, client UAT and a parallel or verification period as agreed at readiness — Production deployment aligned to your accounting calendar — Finance team enablement and administration handover	**Confirmed at Assess**

STEP 3

Expand

Orders, inventory or project accounting added once core financials are stable, quoted from the readiness findings.

Priced at Assess

Typical delivery: Confirmed at Assess

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Scope confirmation	— Scope confirmed from the readiness roadmap and the experience of the first phase — Firm fixed price and delivery plan for the additional workstream	Confirmed at Assess
Orders and inventory	— Order, product and inventory configuration where confirmed in scope — Costing method and inventory valuation as agreed — Integration points with the core financial configuration	Confirmed at Assess
Project accounting	— Project, task and time configuration where confirmed in scope — Project costing, billing and revenue treatment as agreed	Confirmed at Assess
Extended reporting	— Reporting extended to cover the additional workstream — Management reporting aligned to the agreed structure	Confirmed at Assess
Test, train and launch	— Brysa testing, client UAT and verification period as agreed — Production deployment aligned to your accounting calendar — Enablement for the additional workstream	Confirmed at Assess

FLEXIBILITY

Add-ons and ongoing care

These workstreams are always priced separately, because each carries its own risk and none should be absorbed into a first-phase price.

Fixed-price add-ons

ADD-ON	FIXED PRICE	TYPICAL EFFECT ON TIMELINE
Additional entity	Quoted at Assess	Separate workstream
Additional ledger	Quoted at Assess	Separate workstream
Multi-currency operation	Quoted at Assess	Separate workstream
Inventory and order management	Quoted at Assess	Separate workstream
Project accounting	Quoted at Assess	Separate workstream
Third-party tax engine such as Avalara	Quoted at Assess	Separate workstream
Complex or multi-year opening balances	Quoted at Assess	Separate workstream
Additional finance training session (90 minutes)	£350 + VAT	No change

Add-on prices are the same whether agreed at Statement of Work stage or raised during delivery, and are invoiced with the second instalment.

AFTER GO-LIVE

Brysa Care Plans

A finance system has a monthly rhythm and an annual one, and both create work. A Care Plan begins the day support ends and covers period close questions, small changes and year-end preparation. For any live finance implementation we recommend Partner.

	ESSENTIALS	ACTIVE	PARTNER
Monthly fee	£450 + VAT	£850 + VAT	£1,600 + VAT
Included hours	Up to 3 hours	Up to 7 hours	Up to 15 hours
Reactive support	Yes	Yes	Yes, priority
Small changes and fixes	Yes	Yes	Yes
Scheduled change window	Not included	Monthly	Fortnightly
Business review	Not included	Quarterly	Monthly
Roadmap and optimisation input	Not included	Not included	Included
Named Brysa administrator	Not included	Not included	Included

Commit at Statement of Work stage

Where a Care Plan is agreed alongside the Quick Start, Brysa applies a 10% discount to the first six months. Care Plans run on a rolling basis with 30 days’ notice, and unused hours do not carry forward.

DELIVERY APPROACH

How the engagement runs

Brysa follows a fixed sequence so that the finance obligations which cannot be discovered late are established first.

1	**2**	**3**	**4**	**5**
Assess	**Plan**	**Configure**	**Reconcile**	**Go live**
Establish entities, chart, processes and obligations.	Produce a phased roadmap and a firm first-phase price.	Build the agreed core financial configuration.	Load opening balances and prove they reconcile.	Cut over on an agreed accounting date.

Typical timetable

PERIOD	ASSESS	LAUNCH	EXPAND
Weeks 1 to 2	Discovery, chart and process mapping	Confirmed at Assess	Confirmed at Assess
Week 3	Tax, opening balances, roadmap and quote	Confirmed at Assess	Confirmed at Assess
Later phases	Not applicable	Delivered to the agreed roadmap	Delivered to the agreed roadmap

When the clock starts

The readiness engagement begins once the Statement of Work is signed, the finance stakeholders required for discovery have diary commitments in place, the current chart of accounts and recent statutory accounts have been supplied and the nominated finance decision-maker is confirmed. Implementation phases begin only after readiness findings are accepted and the fixed price is agreed.

Decision and feedback cadence

- Brysa records all findings and design decisions in the finance workbook.
- Chart of accounts design is agreed in writing before any configuration begins.
- The client provides one consolidated response to the draft findings.
- Implementation cutover is aligned to your accounting calendar, not to project convenience.

CLEAR WORKING ASSUMPTIONS

Definitions and responsibilities

These definitions exist because finance scope described loosely becomes a reconciliation problem later.

TERM	WHAT IT MEANS IN THIS PACKAGE
Entity	One legal entity with its own statutory reporting obligation. Each entity requires its own configuration and is priced separately.
Ledger	One set of books. Multiple ledgers for statutory, management or consolidation purposes are always a separate workstream.
Chart of accounts	The account structure used for posting and reporting. Restructuring an existing chart is design work, not data entry.
Opening balance	The trial balance and any sub-ledger detail carried into Salesforce at cutover, reconciled to the previous system.
Core financials	Accounts payable, accounts receivable, general ledger, bank and cash, and standard financial reporting for one entity.
Standard tax configuration	Native tax handling for the agreed jurisdiction. Third-party tax engines are always a separate workstream.
Verification period	An agreed period during which output is checked against your existing system before reliance is placed on it.
Cutover	The agreed accounting date on which Salesforce becomes the system of record.

What Brysa needs from you

- A nominated finance decision-maker, typically the finance director or financial controller
- Current chart of accounts, recent statutory accounts and management reports
- Availability of the people who actually run AP, AR and month-end close
- Documented tax obligations for every jurisdiction in scope
- A reconciled trial balance at the agreed cutover date
- Sub-ledger detail where opening balances require it
- Agreement on a cutover date aligned to your financial calendar
- Acceptance that Brysa will recommend against proceeding where readiness is insufficient

PACKAGE BOUNDARIES

What is not included

This document publishes a readiness price only. Implementation scope and price follow from the readiness findings. The following are always separate.

- Salesforce, Accounting Seed or third-party licences and subscription fees
- Multi-entity, multi-ledger or multi-currency operation
- Inventory, order management or project accounting
- Third-party tax engines such as Avalara, and tax determination services
- Payroll, expenses or treasury management
- Accounting advice, tax advice or audit support, which remain with your advisers
- Historic transaction migration beyond the agreed opening balance
- Cleansing or reconstruction of source financial data
- Integration with banks, ERP or third-party finance systems
- Ongoing bookkeeping, period close operation or additional UAT cycles

Support, defects and additional requirements

AREA	HOW IT IS HANDLED
Included hypercare	Remote support during UK business hours for questions, agreed-scope defects and minor corrections, limited to the package allowance and period.
Defect	An agreed item does not operate in accordance with the approved configuration workbook or acceptance criteria. Defects are corrected at no additional cost.
Enhancement	A new feature, changed process, additional report, new automation or other requirement not approved in the package scope.
Additional scope	Brysa will explain the impact and provide a fixed price from the add-on menu or a separate estimate. No chargeable work begins without written approval.
Client delay or pause	Delivery dates move where information, access, data, testing or decisions are delayed. A project paused for more than 20 working days may require re-planning.

HOW TO PROCEED

Commercial terms and next steps

	TERMS
Published price	Finance Readiness £4,000 + VAT. Implementation phases are quoted from the readiness findings.
Readiness credit	The readiness fee is credited in full against any implementation commenced within 90 days.
Readiness is mandatory	Brysa does not quote or commence an Accounting Seed implementation without a completed Finance Readiness engagement.
Indicative ranges	Core Financials typically starts from £9,500 + VAT and Extended Finance from £15,000 + VAT. These are planning figures, not quotes.
Payment	Readiness: 50% on commencement and 50% on issue of the findings. Implementation payment terms are agreed with the fixed price.
Acceptance	Readiness is accepted on delivery of the findings walkthrough, or five working days after the report is issued if no material issue has been raised.
Validity	The readiness price is valid for 60 days from the date of issue.

Select the right starting point

Assess

Start here always. Readiness is mandatory before any Accounting Seed implementation.

Launch

Core financials for one entity, one ledger and one currency, quoted at Assess.

Expand

Orders, inventory or project accounting, added once core financials are stable.

NEXT STEP

Let us confirm the right starting point

Every finance engagement begins with a short, no-obligation call. It takes about thirty minutes and confirms three things: how many entities and ledgers are genuinely in scope, when in your financial calendar a cutover could realistically sit, and what we would need before the readiness engagement starts.

Next step

Brysa will hold a short suitability call to confirm the entities in scope, your financial calendar and the stakeholders required. We will then issue the Statement of Work for the Finance Readiness engagement and agree the start date.

satish.thiagarajan@brysa.ai · +44 (0) 7867 865 102 · brysa.ai

Satish Thiagarajan

Chief Executive Officer, Brysa Limited

This document describes Brysa's standard Accounting Seed Readiness and Implementation packages. The signed Statement of Work governs the engagement.