

CASE STUDY – West Nautical

We work with West Nautical who make it easy for yacht owners to manage their vessels and maximise the enjoyment of their clients.

We worked closely with the business and the accountant, this allowed us to see the basis for an R&D tax claim. They embarked on a project to explore their efficiency to see how it could be improved.

Being a business that constantly looked for improvement, they were not immediately aware that this project was eligible for an R&D tax claim. Businesses often just 'get on with things' without stopping to consider this aspect of their company.



The analysis of their operation showed some flaws in the way their clients and the vessels were managed. These centred around usability and connectivity issues. With high end clients, they wanted something better and looked to a contractor to develop a brand-new software system to achieve their goal.



This software was everything the business and their customers needed – cloud based, paperless and accessible across the world. Of course, this meant there had to be work put in to integrate this software with their clients and guarantee security.

We identified this as a project eligible for an R&D tax claim. The project dealt with uncertainties and

developed the knowledge for the industry. Coming up with something innovative takes an investment of time and a commercial risk. R&D tax credits are designed to reward companies who take this risk – as long as the forms are completed correctly.

The connectivity issues of the previous software would have to be eliminated by the new product.

The software itself was very technical in nature, and we had to work with the technical team to understand this and put it in a format that the HMRC would be able to digest and understand. Submitting a load of technical jargon will only result in a call from the tax man for more clarity.

Submitting an R&D tax claim is all about making things as easy as possible for the HMRC to assess and pay out. We took the time to understand the yacht management company and 'translate' all of the software language into something the HMRC could use.

The project was complex in nature but achieved the goals the yacht management company had set out. However, failed projects are also eligible for R&D tax claims so don't think that you can't make a claim in this case.

The yacht management company were delighted with the result. The cash injection back into their business allowed them to expand and continually assess their system and the service it delivers to their clients. Making R&D tax claims an integral part of your business makes a lot of sense in the current economic climate.

They have recently opened new offices in France and Russia, with their R&D tax claim providing stability to invest in their future.

