



## Small UK Business Explores International Expansion

### Case Highlights

#### THE CLIENT

A regulatory compliance specialists that provide practical support to financial institutions. Focused on cross-border with holding tax and international anti-tax evasion regulations.

#### THE CHALLENGE

The client wished to take on a new employee based in Malta without creating unnecessary strain for the rest of their team.

#### THE SOLUTION

Employer of Record was identified as the best solution. This allowed the business to onboard, pay, and process benefits compliantly and with ease.

#### BENEFITS

- ✓ Client employed internationally
- ✓ Expand access to new talent pool
- ✓ Able to leverage individual skills

The company operated with a six-person team based in the UK while also collaborating with associates around the world; however, they desired to expand their workforce by hiring a full-time employee based in Malta. At the time, their options seemed somewhat restricted to either setting up a costly and time-consuming branch in Malta or have the new employee register as self-employed, which did not align with the employee's preferences. To alleviate pressure on the existing team and seize the opportunity to onboard a talented employee, the client turned to TopSource Worldwide for an Employer of Record solution.

#### FULLY MANAGED EMPLOYER OF RECORD

With TopSource Worldwide's efficient solution, the employee was successfully onboarded and the client has an efficient regular payment process to handle their new employee's payroll. The client also has confidence that TopSource Worldwide is capable of ensuring that any new employee onboarded will be hired compliantly, and their benefits will be discussed and processed appropriately. Our client broadened their talent pool, allowing them to take on more complex clients with no additional burden on the existing team, thanks to the outsourced management of the new employee through TopSource Worldwide. Additionally, the client has recognized that they have the capability to hire additional global employees if they desire and can rely on TopSource Worldwide's capacity to deliver dependable support for any forthcoming inquiries related to onboarding both current and future teams.



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