

2026 PERFORMANCE REPORT

# The efficient firm

How accounting practices use Silverfin to drive **50% growth**



# Contents



1. Executive summary	03
2. Time returned to the business	04
3. Translating efficiency into value	05
4. How firms grew 50% and stayed operational	06
5. Building sustainable teams	07
6. AI in practice	08
7. What the data shows	09
8. Silverfin in 2026 and beyond	10

# Executive summary

We recently sat down with our customers to find out what is actually changing inside their firms since adopting Silverfin.

The responses reveal a fundamental shift in the profession. Accounting practices aren't just working faster – they are completely reshaping their operational DNA. Against a backdrop of rapid consolidation, commoditised compliance and a persistent talent shortage, the gap between firms that thrive and those that struggle has never been clearer.

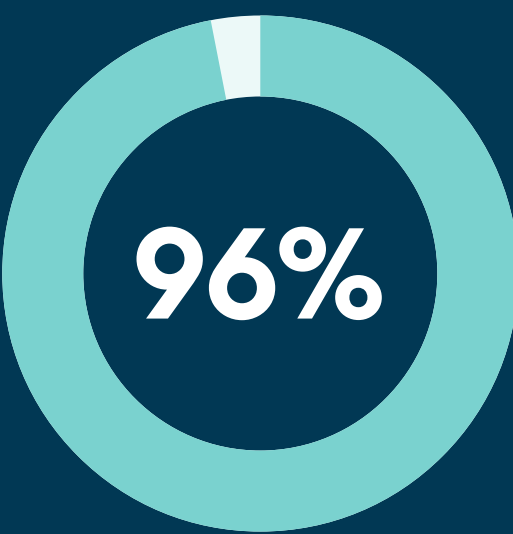
This report documents that reality. While the headline figures – like 96% of firms saving time on every file – show the platform's power, it's the human metrics that tell the real story. When 59% of firms report reduced work pressure and 72% onboard new staff faster, we aren't just looking at efficiency gains; we're looking at the creation of sustainable, future-proof practices.

The data follows tens of thousands of client files across our global markets. It isn't a forecast or a theory. It's a blueprint for how modern firms are reclaiming their time and scaling their impact.

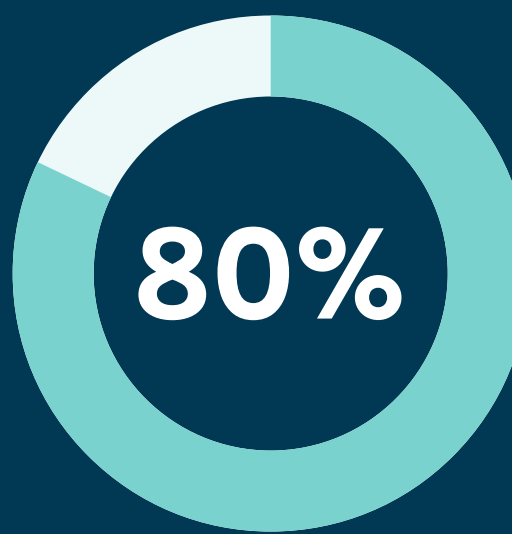
I hope the insights in this report help you map out the next stage of your firm's journey.



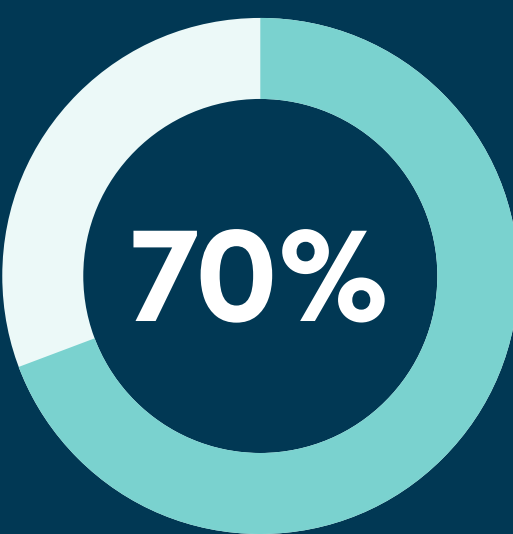
**An Maes**  
General Manager of International Markets, Silverfin



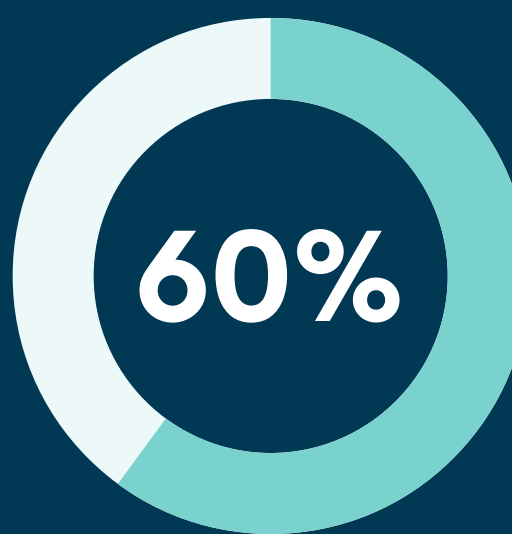
Save time on every file



Accelerated firm growth



See Silverfin as an AI innovator



Reduced work pressure

**Methodology note:** Data collected from accounting firms using Silverfin, managing tens of thousands of combined client files across multiple markets. Survey conducted in 2025.



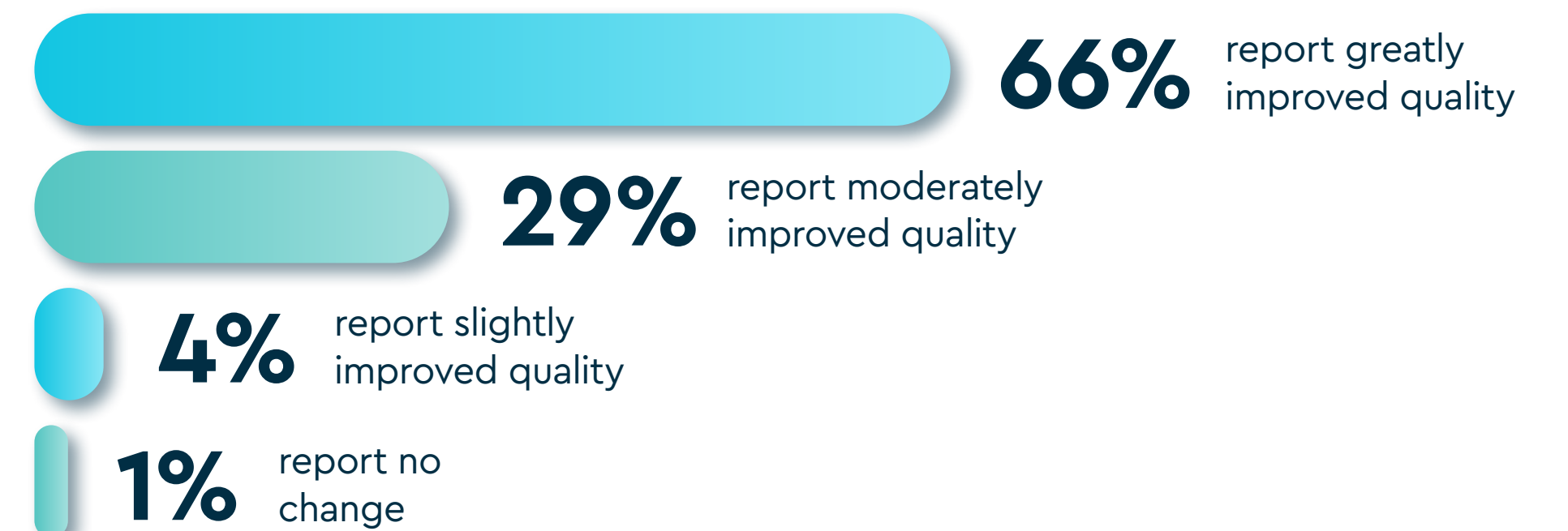
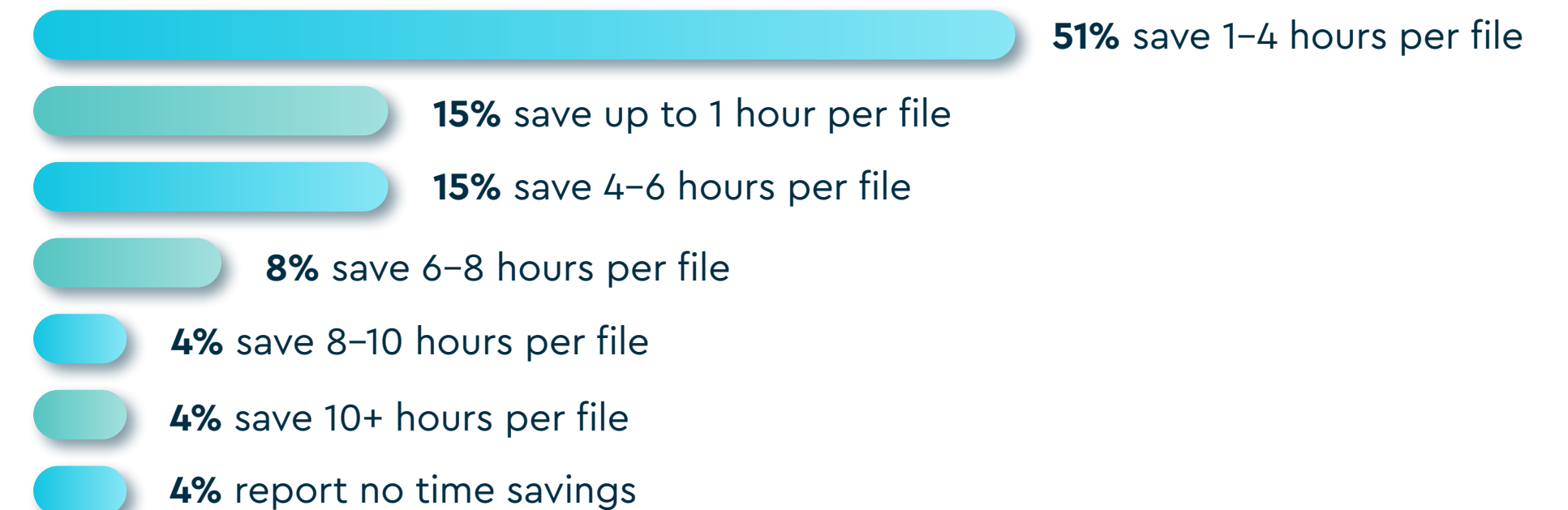
# Time returned to the business

Efficiency is often talked about in the abstract, but for Silverfin firms, it's measurable. By removing the 'grunt work' – manual data re-entry and fragmented workflows – firms are reclaiming a significant portion of their week.

## Average: 3 hours saved per file

This isn't just about speed; it's about reliability. Three out of four firms find it easier to meet deadlines, and 95% report a measurable improvement in work quality.

**For a firm handling 200 files annually, 3 hours saved per file equals 600 hours returned to the business.** At a typical charge-out rate, this represents measurable financial value beyond the platform cost.



“

Silverfin allows us to centralise all of our clients' accounting and financial data on a single platform. This not only optimises the monitoring of day-to-day operations, but also improves the quality of the services we offer.

”



**Olivier Murru**  
Cabexco

# Translating efficiency into value

The 3 hours saved per file translates directly into capacity and revenue opportunity. Firms can either handle more clients without adding staff, redirect time to higher-value advisory work, or reduce overtime and improve work-life balance.



## Example for a 200-file practice:

**200 files × 3 hours saved = 600 hours**

At standard charge-out rates (€60–120/hour), this represents €36,000–72,000 in recaptured value.

## Growth without the growing pains

Firms report an average **50% increase in file capacity**. This growth is happening without the usual operational strain. In fact, **82% of firms have increased their capacity** – some by over 200% – all while improving risk mitigation and professional indemnity exposure.

### Firm A:

25 → 90 files (260% growth)

### Firm B:

60 → 182 files (203% growth)

### Firm C:

200 → 450 files (125% growth)

### Firm D:

250 → 600 files (140% growth)





## Mitigating risk and protecting margins

Efficiency isn't just about speed; it's about accuracy. By reducing errors, firms are cutting down on rework time, lowering their professional indemnity risk, and preventing client dissatisfaction. A **95% quality improvement** isn't just a stat—it's measurable risk mitigation across your entire portfolio.



## The human ROI

The financial impact extends to recruitment and training. **Reduced work pressure (59%)** improves staff retention, while **faster onboarding (72%)** means new hires become productive members of the team much sooner, significantly lowering training costs.



## M&A and market value

Efficiency makes you more attractive. **57% of firms** say Silverfin has made them a more compelling prospect for mergers and acquisitions. Standardised, digital-first processes aren't just a preference – they are a tangible asset.

“

We've grown about £200,000 over the last three years and only recruited an extra one or two staff. The difference is Silverfin.

”



**Jo Gibson**  
Partner, Hurst



# The path to ROI varies, but the data shows a clear trend: 82% of firms reach break-even or beyond.



**27%**

Report positive financial ROI



**55%**

Report break-even



**10%**

Report it's too early to determine



**9%**

Report negative ROI\*

## What drives the strongest returns

Firms seeing positive ROI share common traits: they've moved beyond accounts production to leverage the platform's full capabilities, and they've adjusted their pricing models to reflect the enhanced service quality Silverfin enables. Break-even firms are capturing the time savings and capacity growth, but haven't yet translated this into new revenue streams.

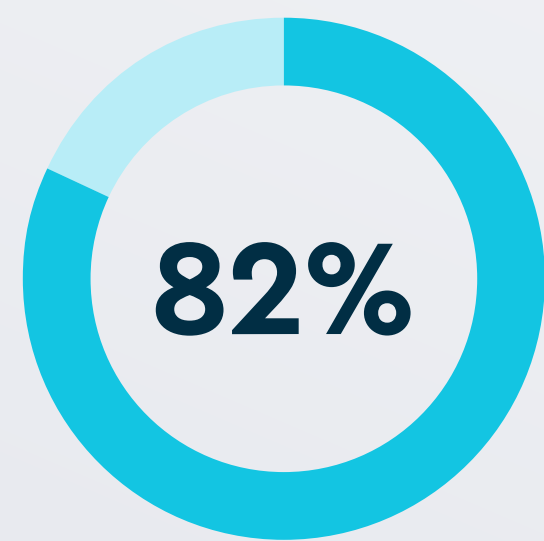
\*Typically reported within the first 6 months during the data-migration phase.



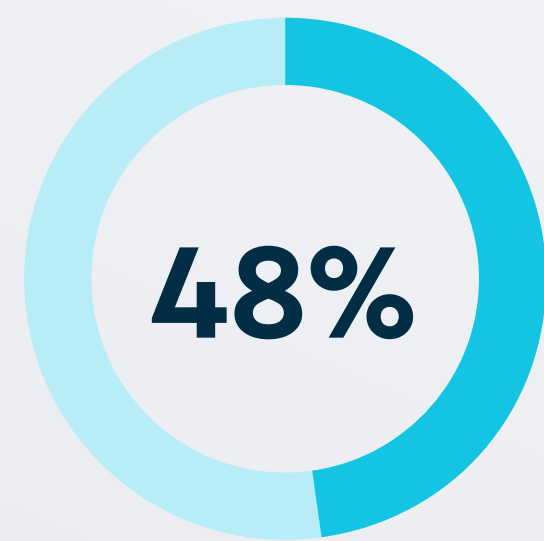
# How firms grew 50% and stayed operational

Traditional growth usually comes with a 'tax': more clients typically mean more operational strain, more manual oversight, and more weekend work. However, the data shows that firms using Silverfin are breaking that cycle. **80% of firms say Silverfin directly helped them grow.**

By tracking before-and-after file counts, we found that:



of firms increased their capacity



with an average growth of 48% (and a median of 53%).



Seamless handovers:

**77%**

rate colleague handover as easier



Faster onboarding:

**72%**

of firms get new staff up to speed faster.

**22%**

report much faster onboarding

**50%**

report "faster" onboarding

**The 'Silverfin Advantage':** New hires often arrive already familiar with the platform (6.7/10 familiarity rating), drastically reducing initial training time.

## A tangible asset for M&A

In an era of rapid consolidation, standardised processes are highly valued. Among applicable firms, **57%** report that Silverfin made them more attractive for mergers and acquisitions, while only **19%** saw no impact.

“

'By the second year, the time saved was significant. We were able to streamline our closing processes, avoid repetitive tasks, and free up space for higher value-added tasks. Closing has become an interesting time instead of a stressful one.'

”



**Edward Heynderickx**

Adax



# Building sustainable teams .

The **'capacity crunch'** is real, and the fight to attract and keep talent gets harder every day. Silverfin helps firms build a more sustainable culture by removing the friction that leads to burnout.



60%

of users feel less work pressure since adopting Silverfin.



## Efficiency across every dimension

Sustainability comes from better daily workflows. Firms report that division of labour is more efficient, and the speed of onboarding (**72% faster**) ensures that new team members feel productive and supported from day one.

## Attracting the next generation

Modern technology is a key factor in how young talent views a firm. Our data shows a direct correlation: firms with faster onboarding and lower work pressure receive significantly higher ratings from new recruits. Furthermore, standardisation is helping firms become more inclusive, making it easier to involve employees from non-traditional or international backgrounds.

“

There's no doubt that accounting firms are facing a capacity crunch; the fight to keep and attract talent gets harder every day. Finding the right technology is central to tackling that and Silverfin's live data and connected workpapers are key at BKL.

”



**Hollie Moore**  
Early Careers Manager,  
BKL

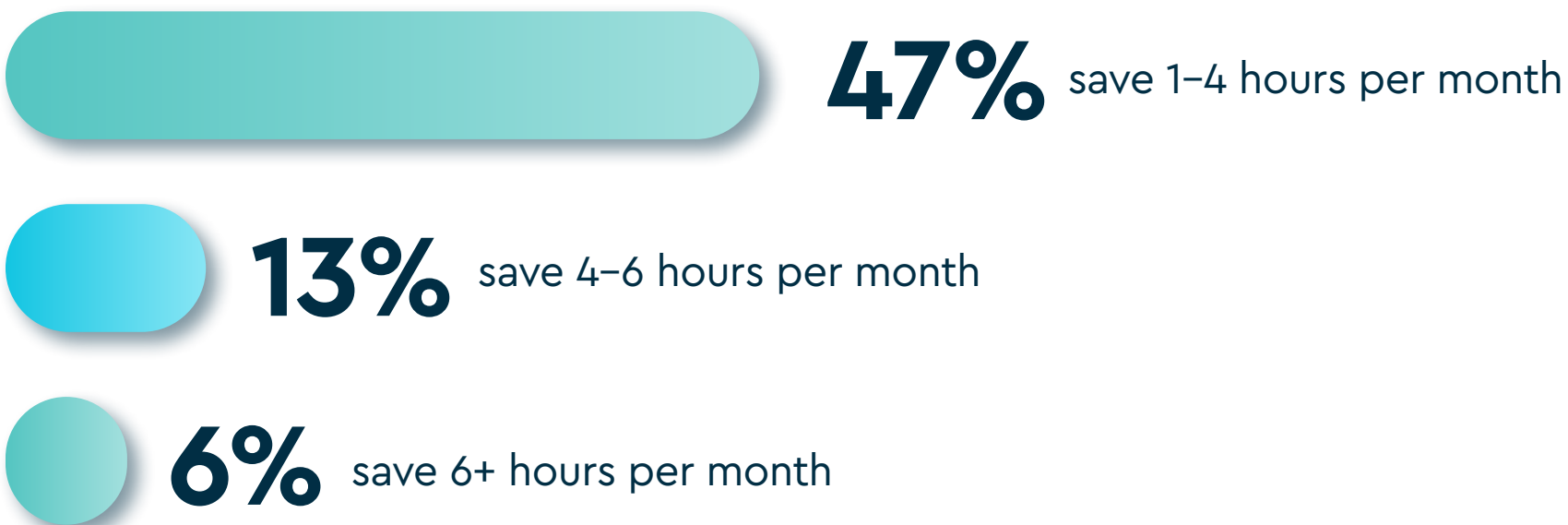
# AI in practice

For many, AI still feels like a future promise. But for Silverfin firms, it's already an operational reality. **70% of firms** now recognise Silverfin as an innovator in the space, but the real value isn't in the 'innovation' – it's in the hours returned to the team.

Rather than replacing the accountant's expertise, our AI Assistant acts as a digital safety net. It's working in the background, catching errors before they reach the review stage and acting as an 'always-on' mentor for junior staff.

## The impact on the clock

The data shows that AI isn't just a 'nice to have', it's a capacity builder. Firms using our AI features are saving significant time every single month, per client file:



## A training tool for the next generation

Among those using the Silverfin Assistant, **68%** find it effective as a training tool. For junior staff, it provides real-time feedback that accelerates their learning curve. For senior partners, it provides the 'quality guarantee' needed to delegate with confidence.

“

For junior staff, this tool offers extra learning moments and insights into client files. For experienced colleagues, it takes repetitive work off their hands, allowing them more time for strategic client advice.

”



**Evert Van Mele**  
VM Consult

This is why Silverfin Assistant ranks as the **#2 most popular** AI tools among Belgian accountants, after ChatGPT according to ACERTA. **70%** of respondents recognise Silverfin as an AI innovator.

“

Using AI tools in our outsourcing environment means we're one step ahead in our digitalisation process, keeping us adapted to current market requirements.

”



**Matúš Jenčík**  
Lead consultant  
BDO Slovakia



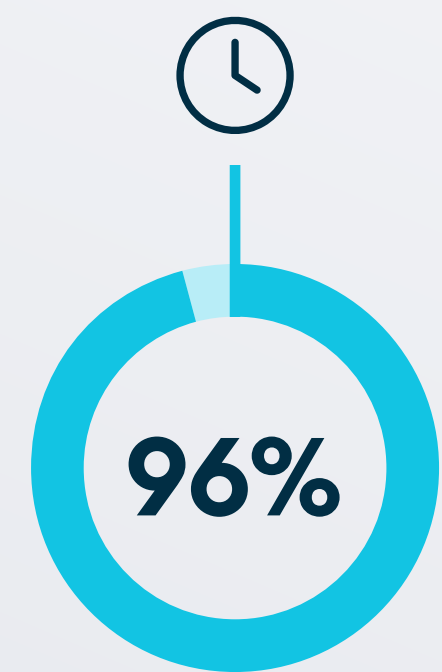
Silverfin Assistant ranked **#2nd** most popular AI tool among Belgian accountants, after ChatGPT

Source: ACEA, April 2025

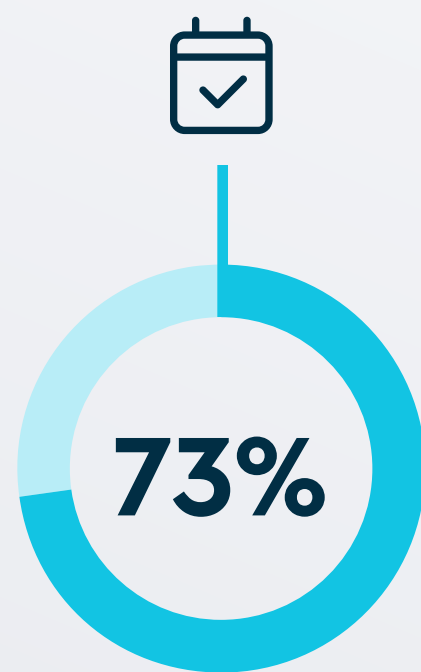


# What the **data** shows

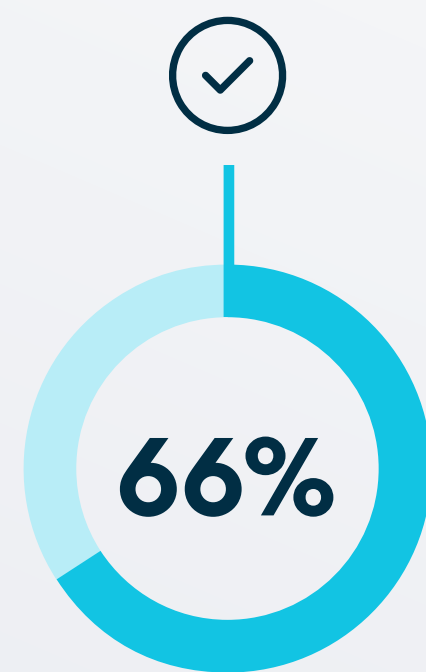
Firms using Silverfin demonstrate measurable operational improvements:



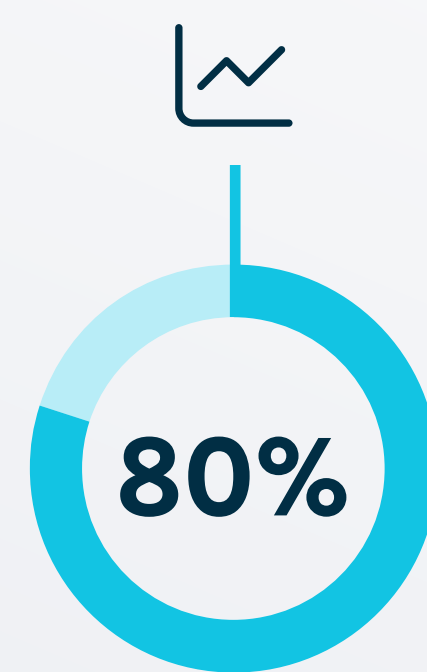
save time per file  
(average 3 hours)



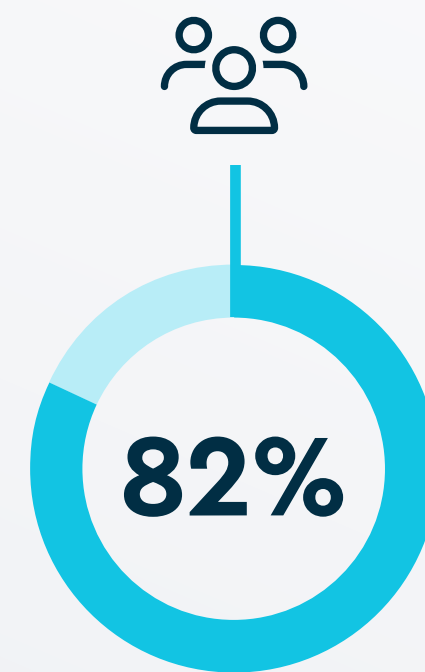
find deadlines  
easier to meet



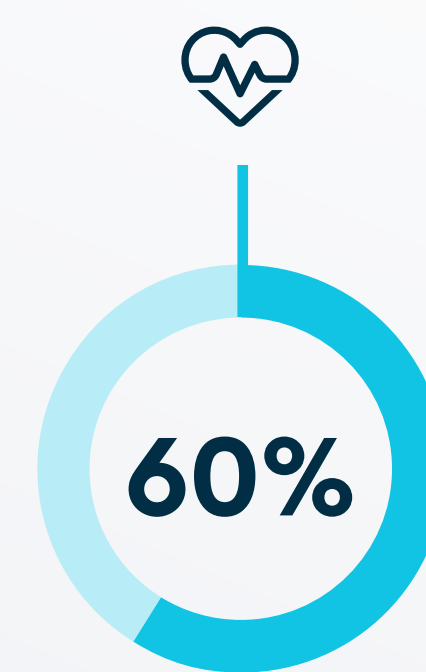
report greatly  
improved quality



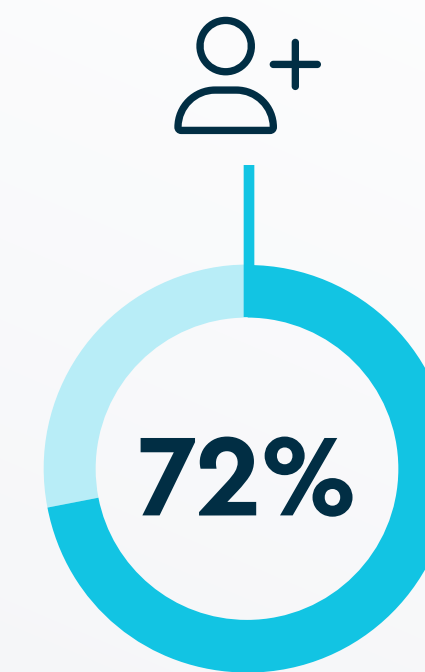
say Silverfin helped  
them grow



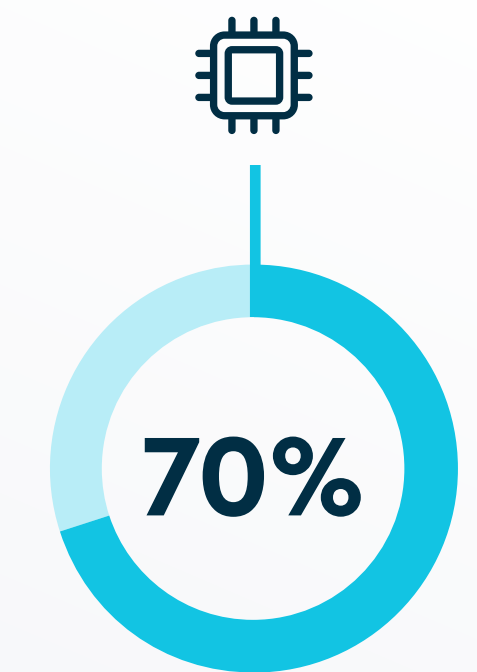
increased client  
capacity



reduced work  
pressure



onboard faster



see Silverfin as AI  
innovator

Digital transformation in accounting moves beyond theory when firms adopt standardised platforms. The data demonstrates efficiency gains, capacity growth and team sustainability happening simultaneously – not as trade-offs, but as connected outcomes.

Most firms (**55%**) reach break-even or better, with **27%** reporting positive ROI. Primary value drivers are time savings, capacity expansion and quality improvement.

Firms using Silverfin represent how modern accounting practices operate: standardised workflows, AI-enabled quality control, scalable processes and sustainable teams. The data doesn't predict the future. It documents what's already happening.

# Silverfin in 2026 and beyond

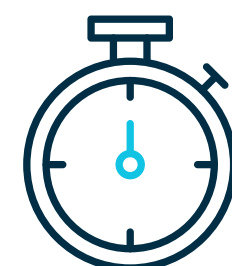
The accounting profession is at an inflection point. Firm consolidations are accelerating. AI is reshaping what's possible. And clients are demanding more than compliance – they want the strategic advice that actually drives their business forward.

To meet this moment, we're focusing our innovation on five core pillars:



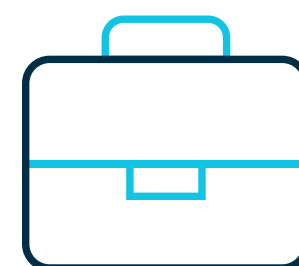
## Closing compliance gaps

We are extending our core capabilities to cover every statutory requirement. This means new templates, enhanced workflows and continuous regulatory updates across every market we serve – ensuring you stay ahead of the curve without the manual overhead.



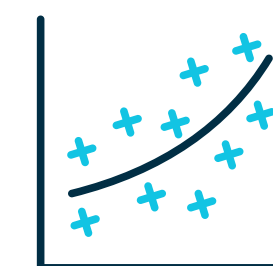
## Drastically reducing time to compliance

Using Agentic AI, we're automating the review process. By allowing more data to flow automatically into your workflows, the Silverfin Assistant is evolving from a helpful tool into a powerful co-pilot that handles the heavy lifting of compliance for you.



## Smarter portfolio management

For firms managing scale through consolidation, visibility is everything. We're building tools for the instant identification of files impacted by legislative changes and proactive alerts when trends emerge across your client base. No more digging for data; the insights come to you.



## Advisory-first data visualisation

We want you to be the advisor your clients call first. We're investing in narrative-driven visualisations that help you tell your clients' financial stories in a way they actually understand – moving the conversation from 'what happened' to 'what's next.'



## Seamless assurance services

We're expanding support for lighter assurance documentation – including reviews and extended reviews. This allows you to offer a broader range of high-value services within a single, standardised environment.

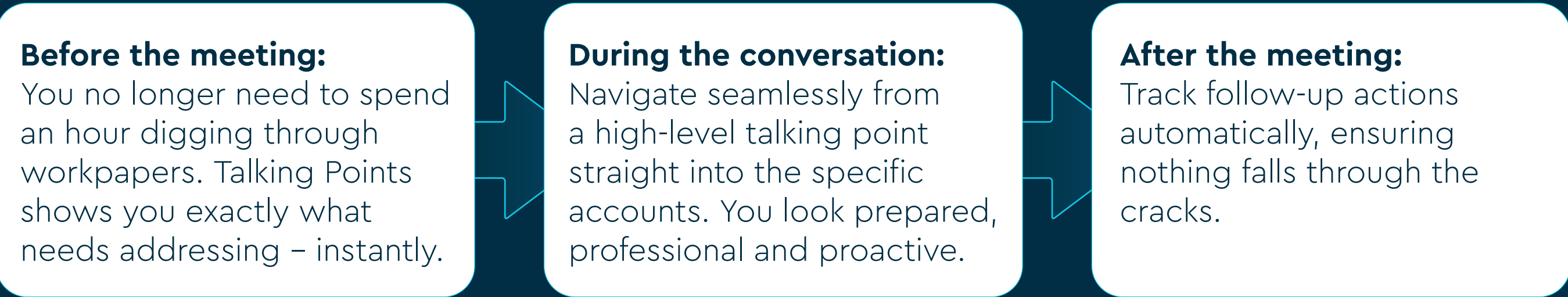


# New feature spotlight

## Scaling your expertise: introducing Talking Points

The most valuable thing an accountant can give a client is a proactive conversation. But when you're managing hundreds of files, finding the time to spot the 'gold' in the data is a constant challenge.

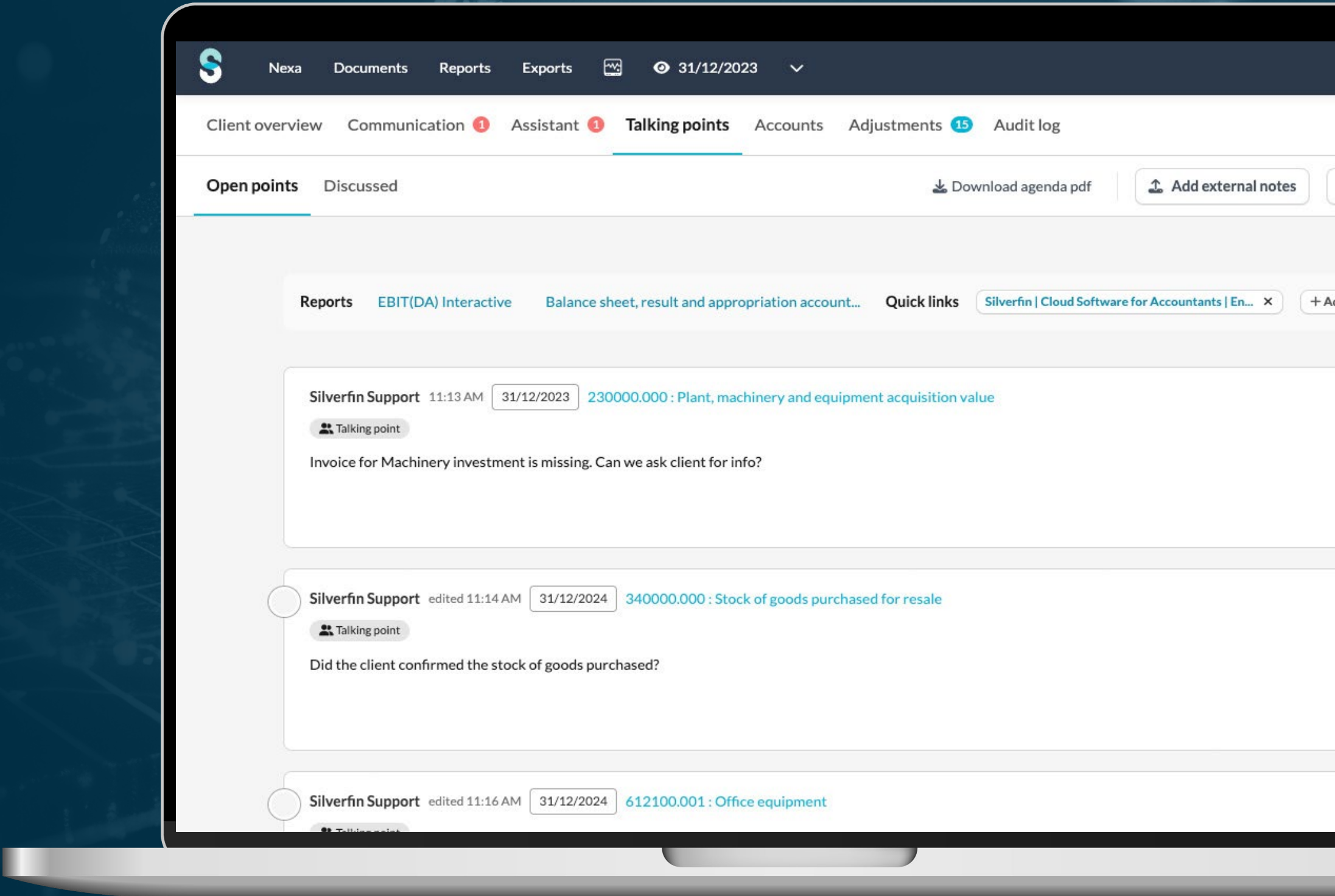
**Talking Points** changes that. Our latest AI-powered feature surfaces the most relevant insights directly from your review work and notes, turning raw data into a ready-made meeting agenda.



## The power of portfolio management

The real breakthrough is how this scales across your firm. If you notice margins are tightening across 20 different client files, a manager can flag that specific topic for discussion across the entire portfolio. The next time a relationship manager opens any of those files, the prompt is right there.

This isn't just a tool; it's how you ensure every client gets 'Partner-level' insights, regardless of who's running the meeting.





# — • About **Silverfin**

Silverfin is the cloud-based accounting platform that eliminates manual data entry and disconnected processes across financial reporting and compliance. We automate workpapers, accounts production and tax for over 1,000 firms in 18 countries, freeing accountants to focus on delivering maximum advisory impact. Trusted by all Big 4 firms and backed by the power of Visma.

[Learn more at silverfin.com](https://silverfin.com)

[Follow us on LinkedIn](#)