

Accountancy firm UNW joins up with global network

by Iain Laing, [The Journal](#) | [Oct 3 2012](#)



L-r: Paul Kaiser, Stephen Hamlet, Andrew Wilson and Michael Morris

ACCOUNTANCY firm UNW has joined a global network of professional services firms which it hopes will attract fresh business as well as bring a world of new talent to its current clients.

The Newcastle firm has signed up to the BKR International network which allows accountancies in 70 countries to refer work to other firms which meet the grade to deal with their clients' contracts.

As one of the top 10 global accounting associations, BKR International members have access to the resources of an international firm, while delivering locally the attention and services that clients require.

UNW managing partner Andrew Wilson, said the move gave his firm the resources of an international firm without compromising its independence.

"A growing majority of companies operate internationally, whether that is through exporting or overseas expansion of their client base or through subsidiaries but they need the same sort of service from their business advisors and accountants," he said.

"In the past, we have regularly helped clients realise international opportunities so joining an international association was an obvious route for us to take.

“Joining a network means that we can offer our clients the level of service they require around the world as well as bringing us new work from other countries.”

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He said that many of the firm's solicitors already had international experience but bringing in a firm which is on the ground would add an extra level of service on a country's laws and rules.

BKR's global infrastructure includes more than 150 independent firms, with 300 offices in 70 offers more than 70 countries with 930 individual partners and 7,000 staff across the globe. In the UK there are three members in London, Manchester and Belfast.

Audit and assurance partner Michael Morris, who led the project to join the network, said: "BKR International member firms operate with very high quality control standards and to be admitted to the association, we have had to gain approval from both its European and global boards in a process geared to ensuring that our internal systems and administration are first rate. A significant amount of time has been invested in researching the leading global associations and BKR International is the perfect fit for us.

"We expect our affiliation with BKR to open up a new chapter in our growth as well as providing a robust platform from which our clients can grow their business interests."

Stephen Hamlet, executive director of BKR International (Europe, Middle East and Africa) said: “We welcome UNW into our association. BKR prides itself on having top quality firms with international outlook and expansive ambition.

“We intentionally limit the number of firms in particular countries and jurisdictions, since we seek quality and specialist expertise rather than simply looking to increase our membership numbers.

“In the UK, we are particularly fortunate to be represented by such top quality firms and what impressed me personally, when approached by UNW, was the firm’s continuous ambition, unique specialisms and on-going plans for future development, having already achieved significant growth in recent years.”

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