Client story: HMRC
Government employees stay informed on political and economic trends

The challenge
The size and diverse business streams of HMRC (Her Majesty’s Revenue and Customs) made it difficult for staff to stay up to date and well-informed, as did the constant changes in the financial sector.

It is crucial for HMRC staff to know about new regulations and government decisions. However, they need more than just facts: they also need to understand the impact of these developments on businesses and individuals, in order to create their own policies.

“As we are a large organisation with many different business streams, it’s difficult to keep up-to-date with decisions made by ministers. The FT helps to fill in the gaps and give us an overview of the impact decisions can have on the public and businesses alike.”
Sol Sohpal
Serious Defaulters, Management Unit, HMRC

The solution
HMRC identified the Financial Times as an accurate, high-quality information source that would enable the organisation to keep its large employee network up to date with ministerial decisions and sector developments and to gain a clear overview of their impact.

With over 600 journalists based in 51 cities across the world, the FT validates and distils information from hundreds of sources in order to deliver authoritative and timely news and analysis on global business, finance and politics. In particular, its unrivalled financial expertise would answer HMRC’s specific need for information in this area.

HMRC therefore took out an FT Corporate Licence, making FT.com available to over 50,000 employees. Users receive unlimited access to FT articles, data, blogs and videos, as well as a range of research and tracking tools such as the 11-year archive and customised news alerts. They can also access this content on all their devices, so it’s available wherever they are.

“The FT is probably my main source of analysis of political decisions and of the issues for and against. It helps me to think about the wider issues that affect potential policies I might be working on and to see the bigger picture.”
Adam Whitworth
Economist, Analysis Division, HMRC

The benefits
Accuracy is paramount in HMRC’s business. The FT’s global intelligence and insights are helping HMRC to fulfil its responsibilities accurately and efficiently.

FT content helps staff to see the wider implications of policy changes, understand their clients’ needs, ensure compliance and be better prepared for the future. It has also improved the relevance, quality and speed of their research and increased productivity, accuracy and efficiency. As such, it is a valuable tool for government employees.

“Having access to the FT gives us as tax experts a good overview of the impact of our policies on our customer base, which includes the largest companies in the world as well as the smallest business in the country. We can keep up-to-date with news and views from a global and international perspective which also helps us to align our thinking to the wider financial communities.”
Adam Whitworth
Economist, Analysis Division, HMRC