

# Beyond the implementation

Presented by  
**Peter-Paul Grootens**

*19 February 2025*



Tax Administration  
Performance  
Summit '25



# Here With You Today



## Peter-Paul

Client Success

“

*My primary role is helping our clients reach their ultimate goals and objectives once our solutions are implemented. Having worked closely with the Inland Revenue Departments of Anguilla, Grenada, and St. Kitts and Nevis, I can share best practices as well as the challenges faced by similar OECS countries.*

# Raise Your Hand:

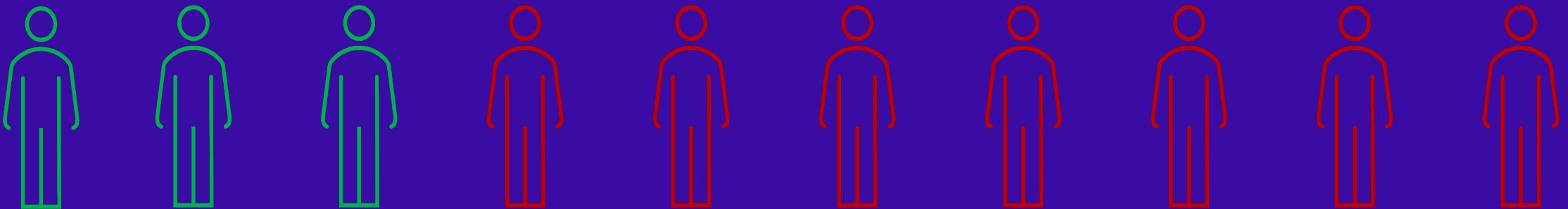
**If you have been part of a  
digital transformation  
project.**

# **Keep Your Hand Up:**

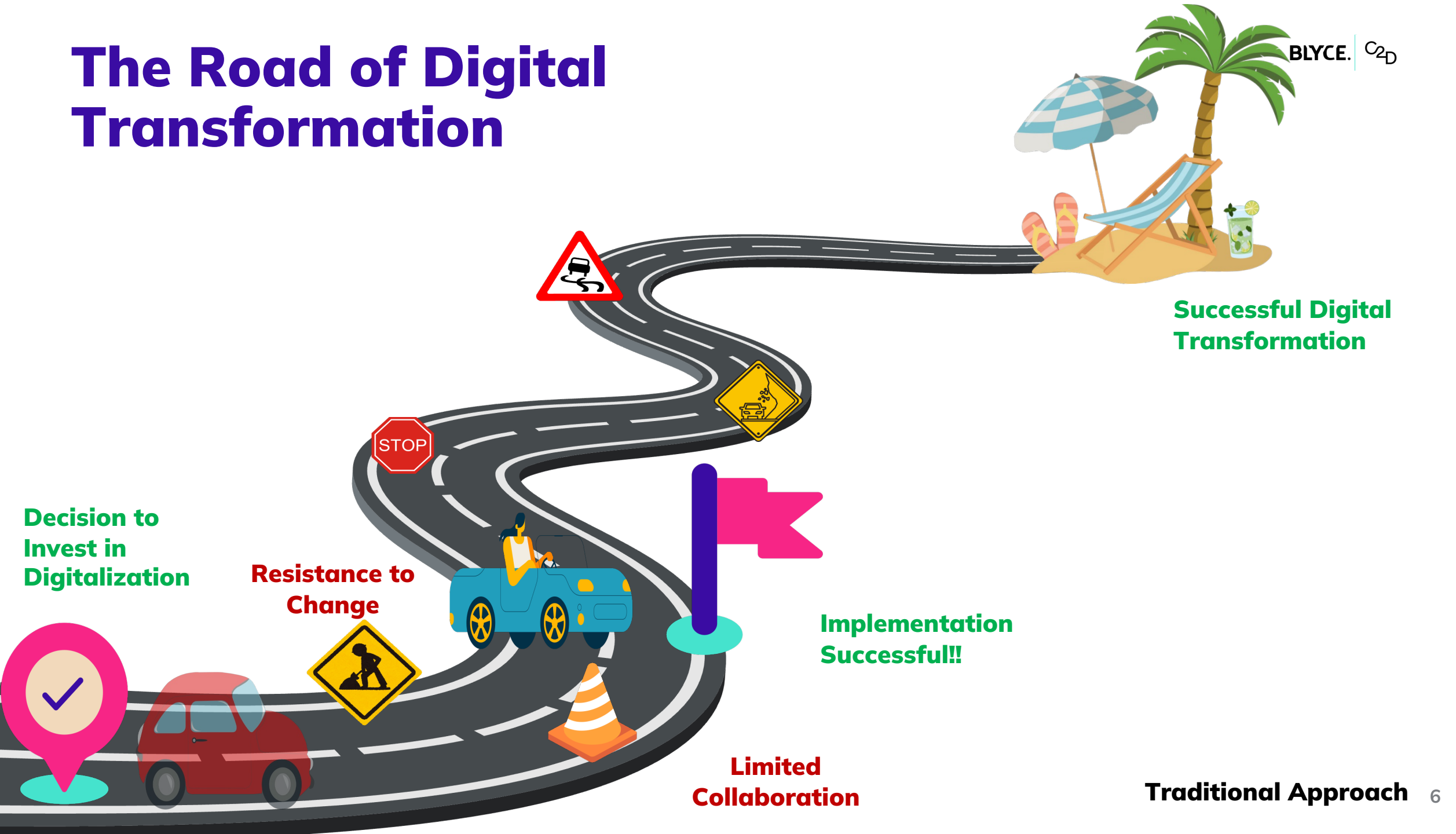
**If that digital transformation project went exactly as planned, with no surprises.**

# A staggering 70% of digital transformations fail.

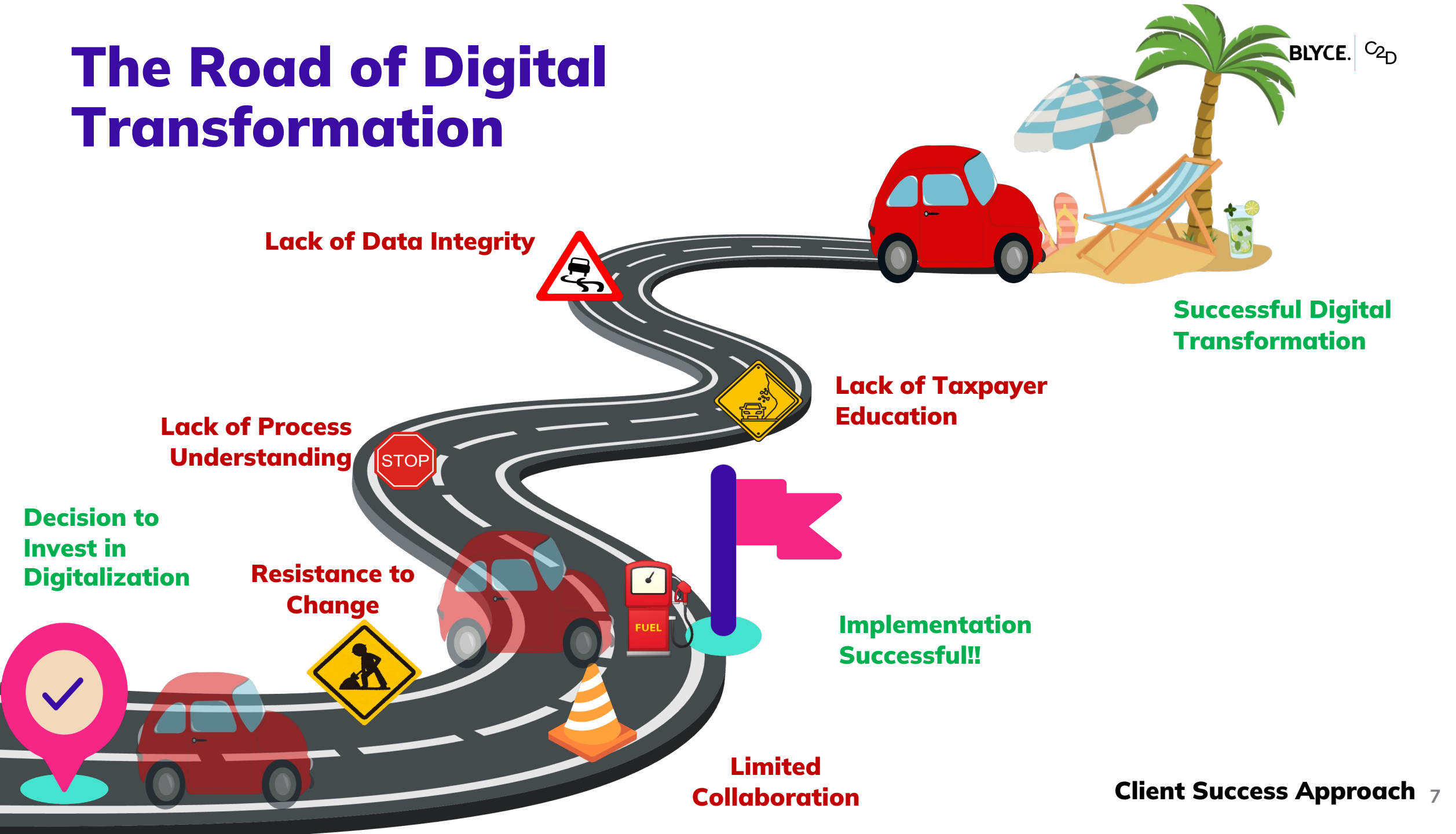
Source: Forbes 2019



# The Road of Digital Transformation



# The Road of Digital Transformation



# Key Pillars of Post-Implementation Success

**01**

## **Adoption of the Solution**

Ensure internal officers understand how to use the system, as well as processes.

**03**

## **Taxpayer Education**

Ensure taxpayers understand their obligations, and any changes that arose.

**05**

## **Addressing Challenges**

Proactively resolving issues as they arise.

**02**

## **Managing Internal Resistance**

Addressing resistance across teams and leadership.

**04**

## **Ensuring Data Integrity**

Maintaining an accurate and reliable taxpayer database.



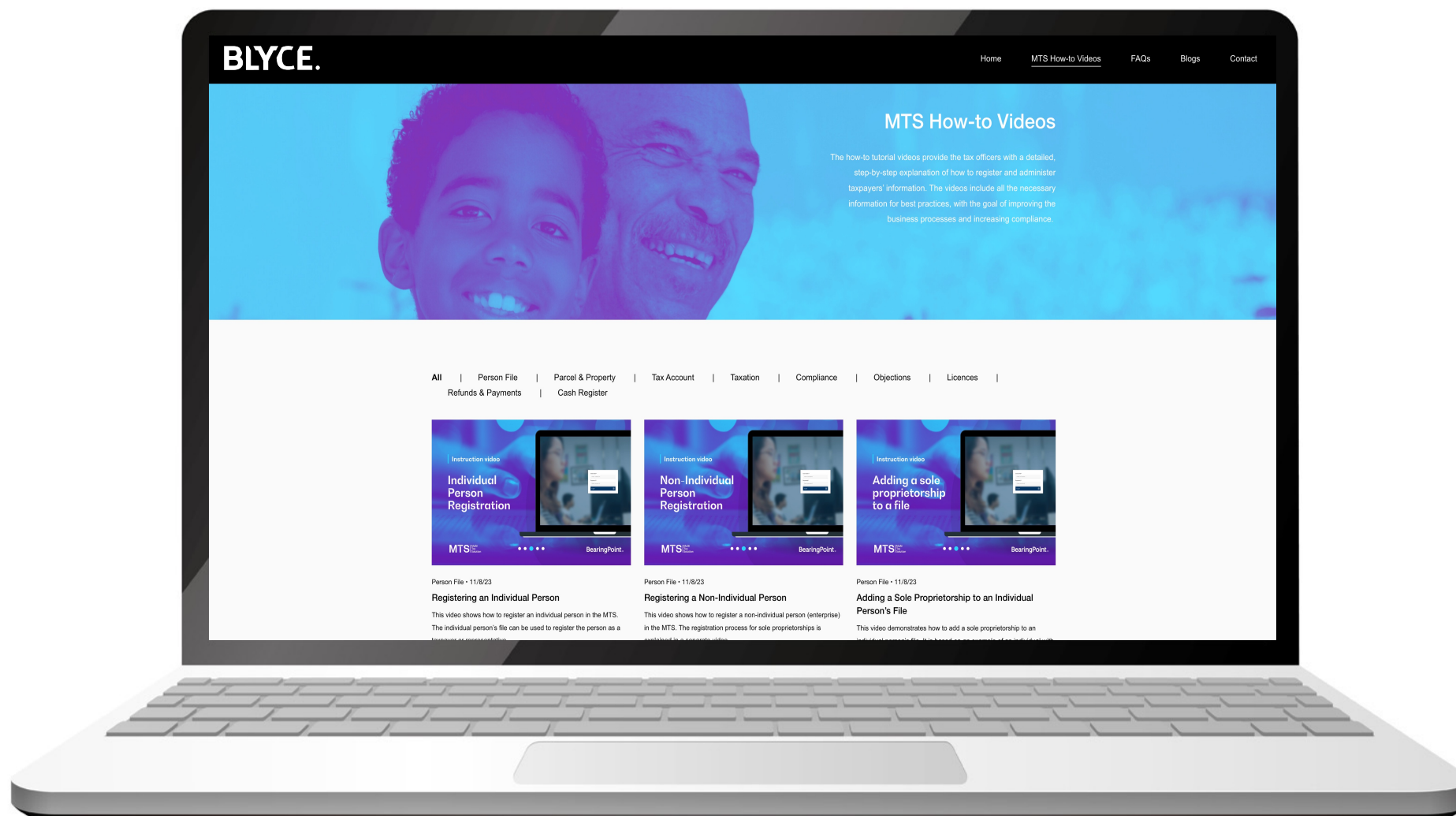
# Adoption of the Solution

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**In-App Support and  
Learning Management  
System**

**BLYCE.**  
C2D

# Learning Library 1.0



# In-App Support

Filter

Transaction reference

Payment reference / Description

Source reference

Tax Office

No options available

Account number

Person name

Amount

Effective date

Processed date

Channel

Status

☐ Processed (1231)

☒ On hold (59)

☐ Reversed (9)

Apply filter

Received payments

Received payments

| Transaction reference     | Payment reference / Description | Source reference | Account | Amount | Effective date | Channel               | Status  |
|---------------------------|---------------------------------|------------------|---------|--------|----------------|-----------------------|---------|
| <a href="#">300000002</a> | 2000005713                      | 21               |         | 750.00 | 08/01/2024     | Cash register channel | On hold |
| <a href="#">300000006</a> | 00624130000237                  | 22               |         | 100.00 | 19/01/2024     | Cash register channel | On hold |
| <a href="#">300000008</a> | 00623130000576                  | 22               |         | 100.00 | 20/01/2024     | Cash register channel | On hold |
| <a href="#">000000370</a> | 45220230000058                  | 123000461        |         | 500.00 | 27/01/2024     | Cash register channel | On hold |
| <a href="#">000000371</a> | 45220230000059                  | 123000463        |         | 500.00 | 28/01/2024     | Cash register channel | On hold |
| <a href="#">000000372</a> | 45220230000060                  | 123000464        |         | 500.00 | 28/01/2024     | Cash register channel | On hold |
| <a href="#">000000373</a> | 45220230000061                  | 123000467        |         | 500.00 | 28/01/2024     | Cash register channel | On hold |
| <a href="#">000000395</a> | 45220230000063                  | 123000494        |         | 500.00 | 29/01/2024     | Cash register channel | On hold |
| <a href="#">000000407</a> | 45220240000001                  | 124000006        |         | 500.00 | 02/02/2024     | Cash register channel | On hold |
| <a href="#">000000411</a> | 45220240000002                  | 124000013        |         | 500.00 | 04/02/2024     | Cash register channel | On hold |
| <a href="#">000000414</a> | 20120230000008                  | 124000016        |         | 500.00 | 04/02/2024     | Cash register channel | On hold |
| <a href="#">000000415</a> | 20120230000009                  | 124000017        |         | 75.00  | 04/02/2024     | Cash register channel | On hold |
| <a href="#">000000416</a> | 20120230000009                  | 124000018        |         | 75.00  | 04/01/2024     | Cash register channel | On hold |



## Manual Allocation of a Payment

This article walks you through how you can do so in the system.



Written by Peter-Paul  
Updated over 11 months ago

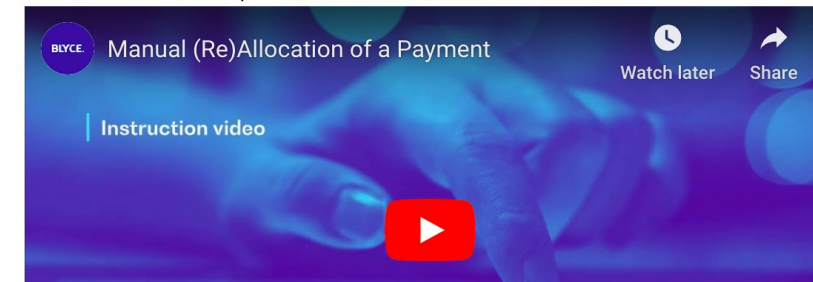
Those with appropriate access rights can manually allocate a payment within our payment's module. Manual allocation is needed when the system cannot link a payment to a payment obligation.

To manually allocate a payment, you must navigate to Payments > Received payments.

1. Once there, filter the received payments by the status – on hold. This can be done on the left-side of the screen.
2. Once the list of on-hold payments is filtered, you can manually allocate the payment to the correct payment obligation.
3. Open the payment. When opened, click on allocate payment on the right-side of your screen.
4. Fill in the necessary information, such as allocation type (E.g., Prepayment or Outstanding Payment Obligation).
5. Search for the tax account, by entering the information available.
6. Once found, select the allocation amount.

Please note, if the allocation amount is less than the amount that is available to be allocated, you must allocate the remaining amount from the payment. To do so, follow the steps from *Step 3*.

You can also watch a quick how-to video below:



channel

Cash register channel

On hold



# In-App ChatBot

Business Licence Certificate

+ Add

Client Application BO/CR

Description

If the taxpayer changes the business name or address later on in the year and needs a new business licence printed. Would a new document be generated with the new business name or address once the change of information is registered?

Activity

Show: All Comments History Work log

⚙ Summarize Newest first ⌵



Add a comment...

Pro tip: press M to comment



Juliette Simmonds March 5, 2024 at 1:52 PM

Yes, the information was helpful and we can now reprint business licence certificates using the steps outlined.



Peter-Paul Grootens February 7, 2024 at 11:26 AM

Hello @Juliette Simmonds ,

Yes, you can reprint the business licence which will reflect the most recent information. To do so, you can:

- 1. Navigate to Licences > Business Licence (or Liquor Licence);
- 2. Search for the Licencee and open the Licence that you want to reprint;
- 3. Under Actions, on the right side of the screen, you can click on the dropdown list.
- 4. Click on Reprint Licence.

Closed ▾

✓ Fixed ▾

⚡ Actions ▾

⚙ Improve issue

Details ^

Assignee Unassigned  
[Assign to me](#)

Reporter Juliette Simmonds

Development [Create branch](#) ▾  
 [Create commit](#) ▾

More fields Story Points, Original estimate, ... ▾

Automation ⚡ Rule executions ▾

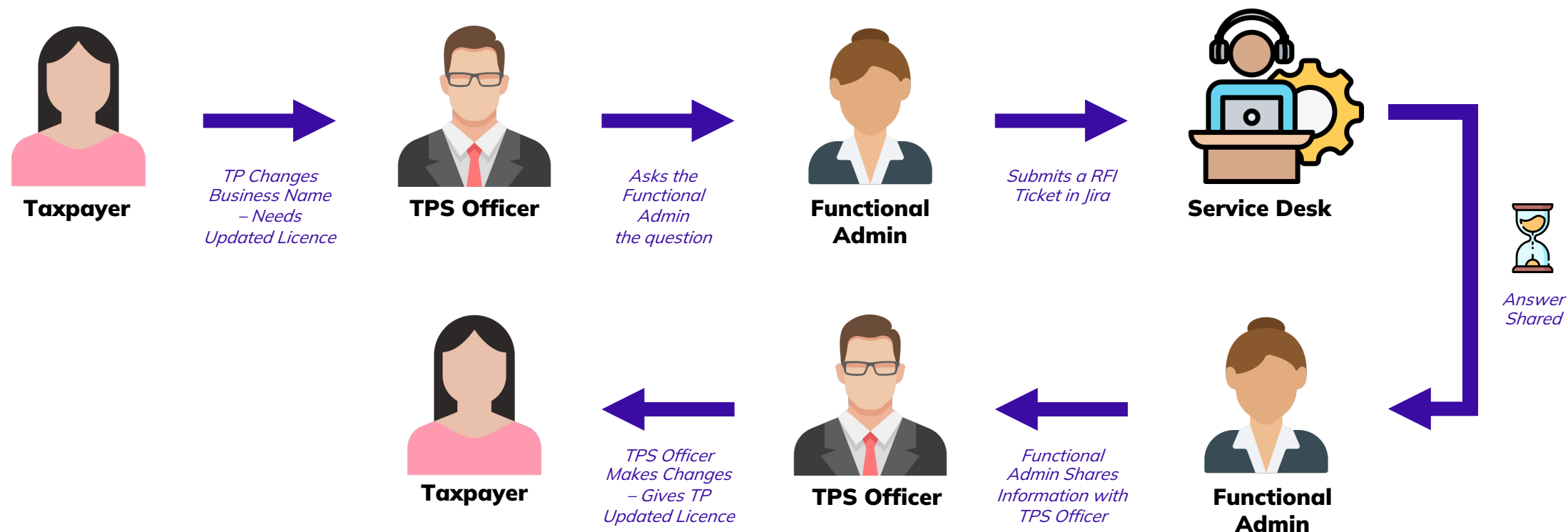
Created February 6, 2024 at 3:21 PM

Updated March 5, 2024 at 1:52 PM

Resolved March 5, 2024 at 1:52 PM

⚙ Configure

# Before The In-App Chatbot – Flow



Filter

Licencee



TIN



Location name



LicenseType



Choose an option



Tax Office



☐ St. Kitts

☐ Nevis

☐ Test

Status



☐ Granted

☐ Issued

☐ Withdrawn

☐ Cancelled

Effective date



🏠 / Business licences

## Business licences

📘 Use the filter in order to see the results

Register business licence +

<

 **Fin**

The team can also help

>

 **Fin**

👋 Hi there, what brings you here today?

If the taxpayer changes the business name or address later on in the year and needs a new business licence printed. Would a new document be generated with the new business name or address once the change of information is registered?

 **Fin**

Working on the answer... Please note, I am Fin, your friendly AI support, still learning and growing, so double-check important details to ensure everything's correct!

 **Fin • AI Agent**

📘

Yes, a new business license document would be generated with the updated business name or address once the change of information is registered. When a business changes information during the year while the license is still valid, a new license needs to be issued to reflect the most

Message...

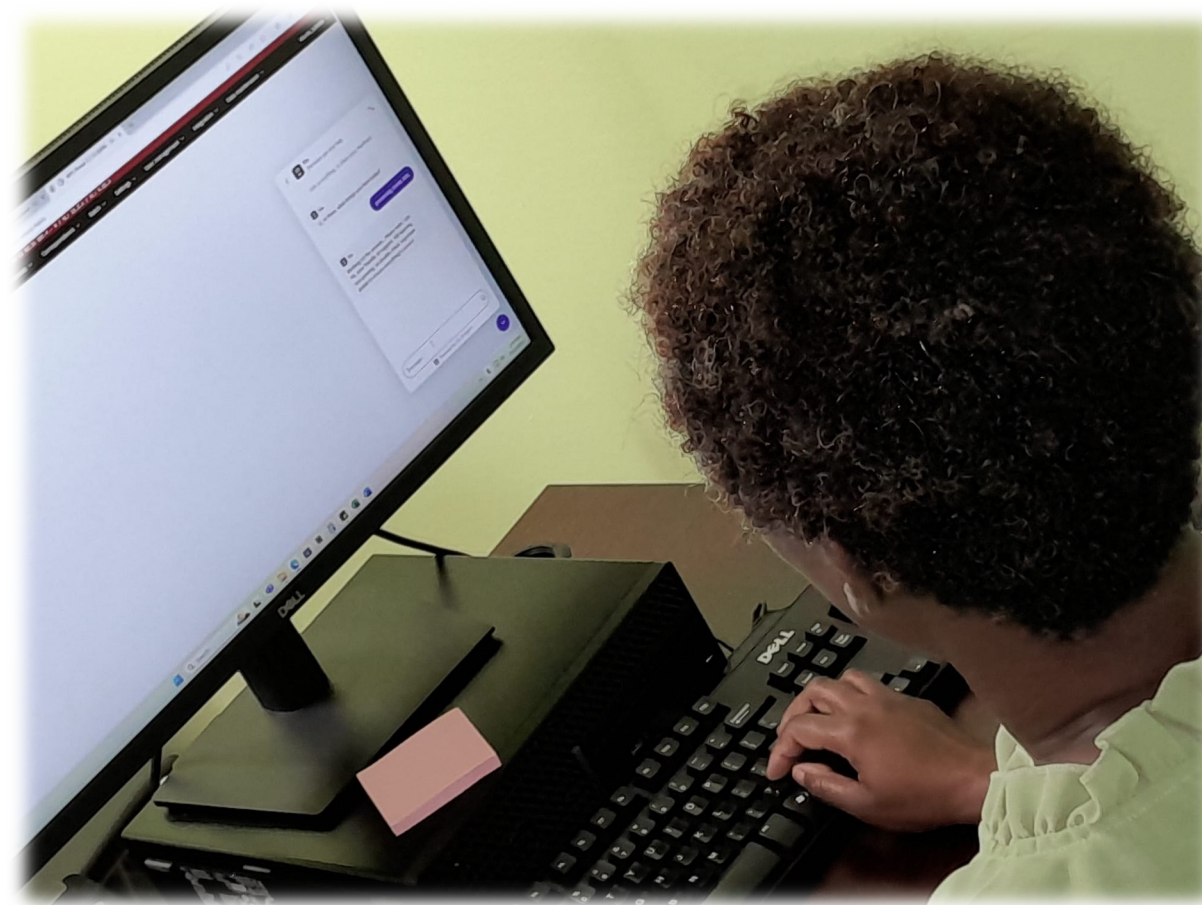
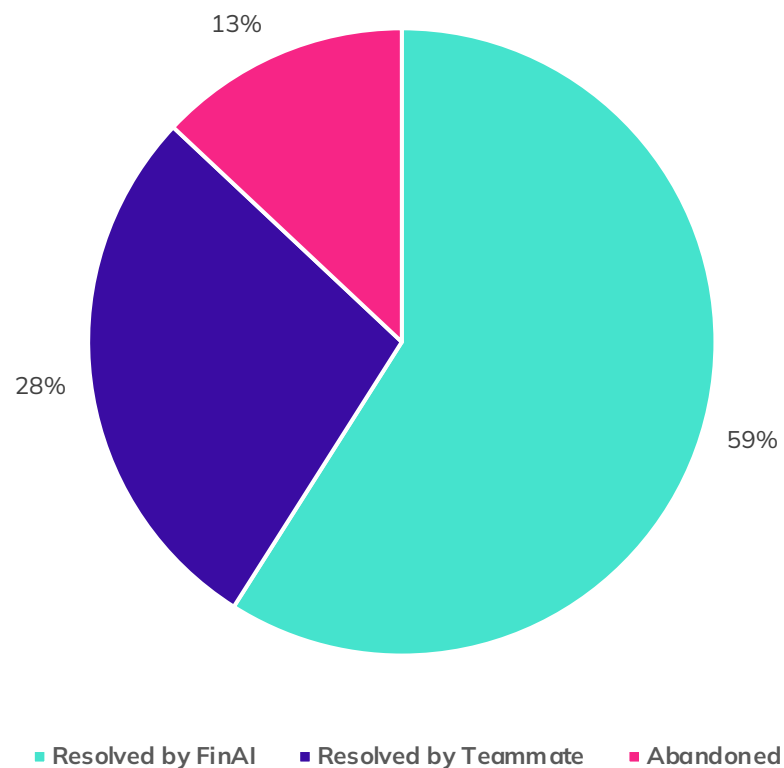
😊

 Powered by Fin AI Agent



# In-App ChatBot: In-Action

How Conversations Are Handled?



# Learning Management System



# Managing Business Licences

🕒 28 mins

[Continue Learning →](#)

88% complete

## Info

### In this track you will learn:

- ✓ Registering a Business Licence
- ✓ Correcting a Business Licence
- ✓ Renewal of a Business Licence

This course provides a comprehensive overview of managing business licences in the MTS, covering key processes such as licence registration, renewal, fee category adjustments, blocking automatic renewals, and correcting errors. Participants will learn how to effectively handle various

[→ Read More](#)

### Contents:

- 📁 Business Licence



[peterpaul.grootens@blyce.com](mailto:peterpaul.grootens@blyce.com)

Peter-Paul



[Link](#)

# **BLYCE.**

# **CERTIFICATE**

- OF ACHIEVEMENT -

THIS DEGREE IS PRESENTED TO

*Lonnie Hobson*

for successfully completed the Managing Business Licences  
program, demonstrating proficiency in the MTS Software.

*Signature*

**Avinash Grootens**  
Chairman & CEO - Blyce



*Signature*

**Peter Paul Grootens**  
Program Manager & Client Success  
Specialist

# Raise Your Hand:

**If your organization had access to an LMS, would you enforce its use and certificate completion?**



# **Taxpayer Education**

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## **Changes to Filing**

**BLYCE.**  
C<sub>2</sub>D

# Agenda: Post-Implementation Site Visit

## Day 2 – Tuesday, June 18<sup>th</sup>

| Subject                                | Description                                                                                                                         | Parties                                                                          | Start          | End            | Duration    |
|----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|----------------|----------------|-------------|
| Cashiers - Payment Processing          | Registering Account Payment, On-Demand Revenue, Transfers, Balancing, Correcting Payments / Reversals, and Cashier Session Approval | Cashier Unit                                                                     | 9:00 AM        | 10:30 AM       | 1:30        |
| Initiative – Allocation of Prepayments | Discussion and analysis on prepayments that are accumulating.                                                                       | Revenue Operations Manager, Assessment Manager, Audit Manager, Functional Admins | 11:00 AM       | 12:30 PM       | 1:30        |
| Lunch Break                            |                                                                                                                                     |                                                                                  | 12:30 PM       | 1:30 PM        |             |
| Collections Unit                       | BASE Reports - Non-Filers + Non-Payments + Opening Balances                                                                         | Collections Unit                                                                 | 1:30 PM        | 2:30 PM        | 1:00        |
| Corporate Income Tax                   | Reviewing Corporate Income Tax Return Process + Installments                                                                        | DP & Audit Unit                                                                  | 2:30 PM        | 3:30 PM        | 1:00        |
| <i>TBD / Ad hoc support</i>            | <i>TBD / Ad hoc support</i>                                                                                                         | <i>TBD</i>                                                                       | <i>3:30 PM</i> | <i>4:00 PM</i> | <i>0:30</i> |

# Initiative – Allocation of Prepayments

## *Payment Credits*



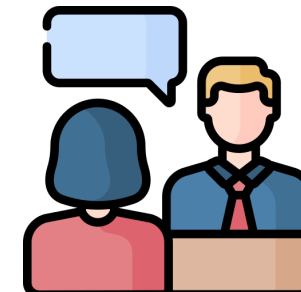
**Confused**



**Investigate**



**VAT  
Overpayments**



**Discussions**



## Why?



**Incorrect Tax Credits**

- Taxpayers Made Payments
- Had Tax Credits Covering Tax Due

# Changes Within VAT Filing



**Previously: Taxpayers manually carried forward tax credits.**



**Currently: Tax credits are automatically carried forward based on tax returns.**



**Awareness Gap: Taxpayers unaware of the automatic tax credit calculation.**



**Result: Taxpayers manually carried forward credits, following old practices.**



# Addressing the Issue

1

## Identifying Return Periods

Analysed return periods with input adjustments to pinpoint issues.

2

## Assessment Collaboration

Worked with the Assessment Unit to review and validate affected tax periods.

3

## Taxpayer Guidance

Communicated instructions for refiling corrected returns and adapting to the new system.

4

## Payment Reallocation

Adjusted payment credits to align with outstanding balances.

5

## Public Awareness

Issued general communications to educate taxpayers and prevent future errors.





# Addressing Challenges

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## Bank Payment Allocation

**BLYCE.**  
C<sub>2</sub>D

# Two Problems

**Taxpayers  
Reached Out.**



**Stated Payments  
Not Reflected On  
Their Account.**

**Head Cashier  
Shared Challenge.**



**It Is Difficult To  
Know Who Paid  
and For What.**

# How We Approached It?

**1.**

Analysis of the problem.  
What is happening with  
the bank payment  
information.

# Lack of Information Sharing

## What the Taxpayer Entered

### Payment Data

User: [REDACTED] \*User: Name of Person Making Payment

Description: PAYE April 24 ref. no.0042424040005452.

Amount: XCD 1,290.00

Date: 06/05/2024 4:02:18 PM

### Result

Status: Successful

Reference Number: 16003329

Message: Successful

If you have any questions, please contact us at:

Anguilla 1-264-498-4725  
Dominica 1-767-448-4725  
Grenada 1-473-440-4725  
St. Kitts 1-869-465-2265  
St. Lucia 1-758-458-4725  
St. Vincent 1-784-453-4725

Note: This e-mail is generated automatically, please do not reply this message.

## What the IRD Received

Account Number: [REDACTED]

| Date       | Description              | Debit | Credit   |
|------------|--------------------------|-------|----------|
| 05/07/2024 | ACH Transfer B/O Waggy-T |       | 1,290.00 |

# Lack of Information Sharing (II)

## What the Taxpayer Entered

eAlert Message

Dear [REDACTED]

We would like to inform you that your XCD account ending with [REDACTED] has been debited for the amount of 564.00 XCD plus applicable fees.

The payment details are as follows:

Internal Reference number: 2024/07/08:00009

Receiver : [REDACTED]

Remittance information : 0042424030005222

Kind regards,

[REDACTED]

\*\*\*This is an automatically generated message. Please do not reply to this message.\*\*\*

## What the IRD Received

| Account Number: [REDACTED] |                   |            |            |
|----------------------------|-------------------|------------|------------|
| Date                       | Description       | Debit      | Credit     |
| [REDACTED]                 | [REDACTED]        | [REDACTED] | [REDACTED] |
| 07/08/2024                 | CHAMBER OF INDUST |            | 564.00     |
| [REDACTED]                 | [REDACTED]        | [REDACTED] | [REDACTED] |

# How We Approached It?

**1.**

Analysis of the problem.  
What is happening with  
the bank payment  
information.

**2.**

Initial discussions with  
treasury and the IRDs  
bank.

**3.**

Analysis of first data-sets  
that were shared from the  
IRDs bank.

**4.**

Payments within that  
banking network showed  
usable information.

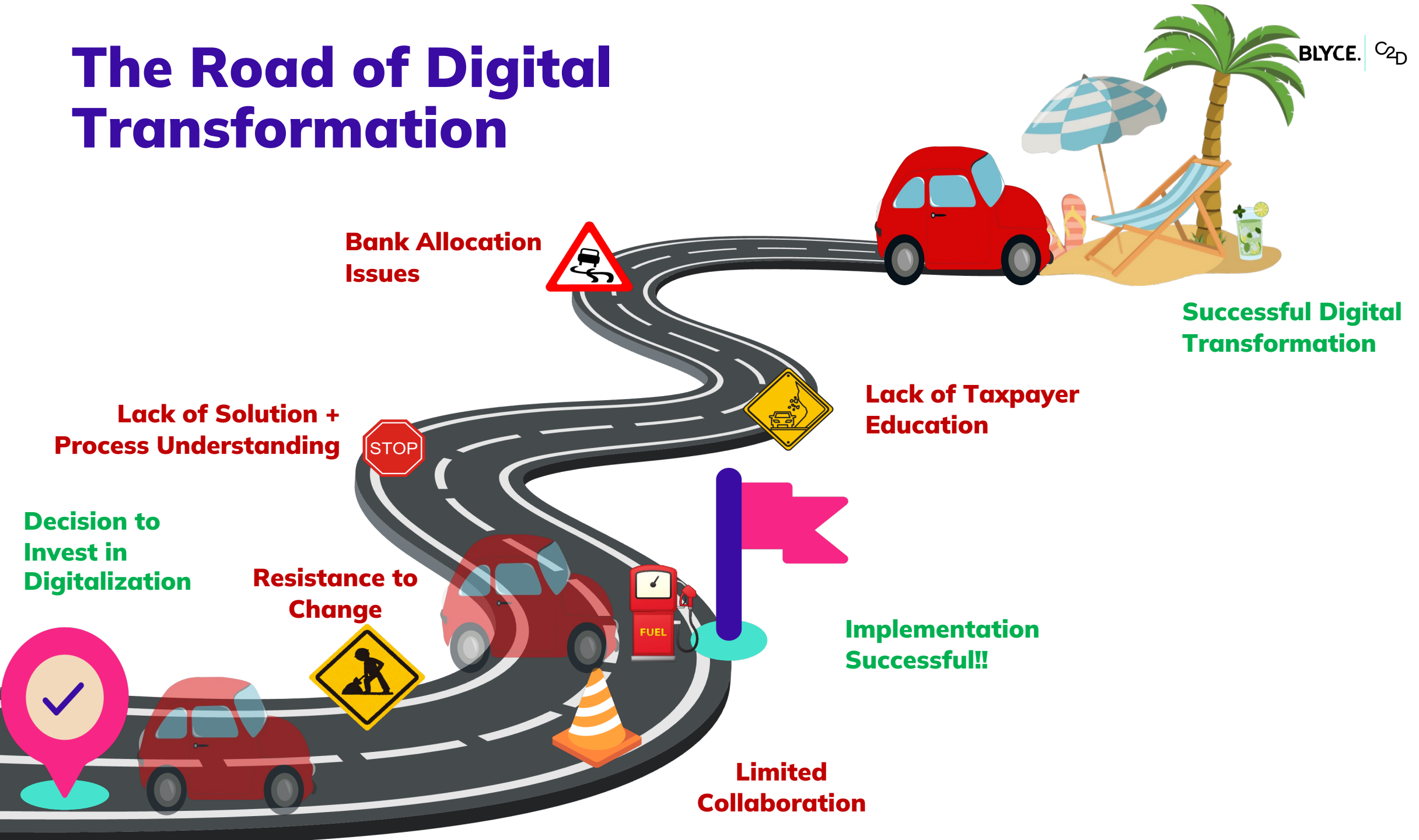
**5.**

Payments from other  
banks need usable  
information.

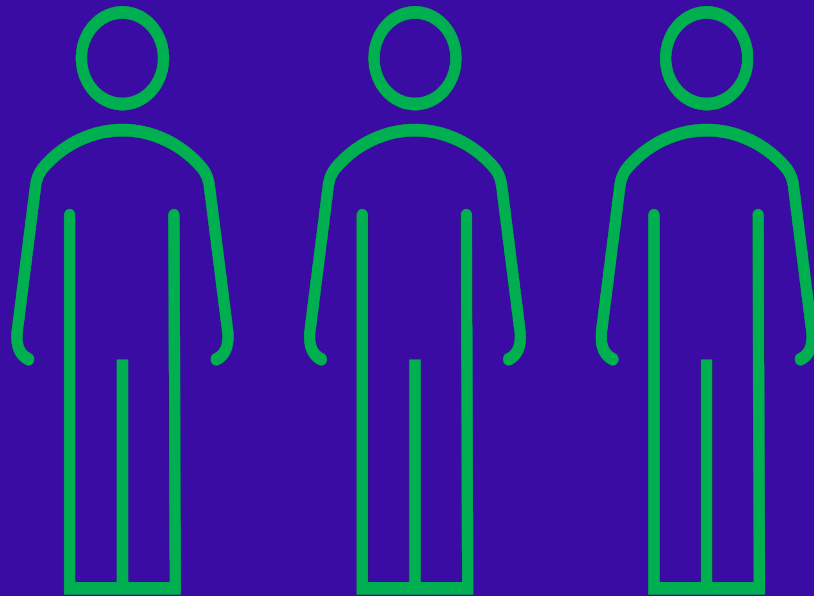
**6.**

Discuss long-term  
solution for smoother  
bank payment allocation

# The Road of Digital Transformation



**Together, we can be a part  
of the 30% of successful  
digital transformations.**





**Thank You**  
For Your Attention