

# Industry Playbook

QuickBooks Time



# Sponsoring Partners



TRACKING TIME



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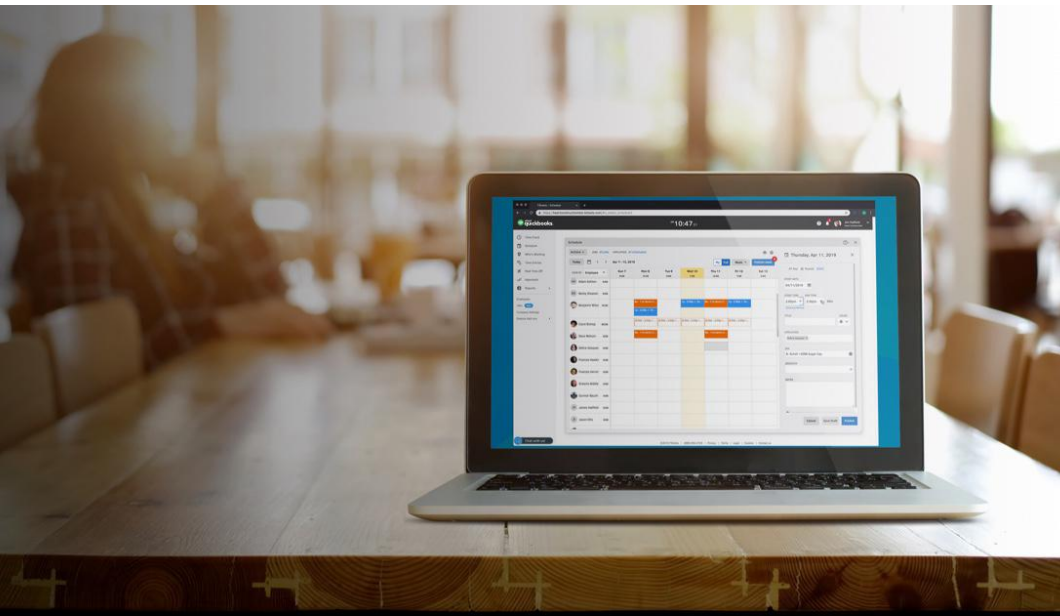
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# Your Pre-Game Lineup



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Feature Spotlight

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QuickBooks Time  
Personal Account

Partners' Marketing  
Library

Mark\*It Game Day  
Instructions

How to Win with  
QuickBooks Time

Playbook Partners  
& Sponsors

Ecosystem Partner  
MakeShift  
Scheduling

Ecosystem Partner  
Dapt Custom Reports

Ecosystem Partner  
Points North Certified  
Payroll Reporting  
Integration

# Industry Solutions - Directory



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# QuickBooks Time for Construction

- Residential Construction
- Commercial Construction
- Industrial Construction
- Civil Engineering Construction
- Specialty Trade Contractors

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Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How does the time get to the office and entered into payroll/accounting?
- 4 Do you have prevailing wage jobs which require you to provide certified payroll reports?

## Construction Industry Customer Pain Points

- 74% of administrators manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money**<sup>1</sup>
- **Logistics can be difficult** for contractors with seasonal and mobile employees working in different locations through day
- **Illegible or lost time cards common**
- **Manual process can take hours** with scheduling and entering employee hours
- **Overtime can accumulate causing increased payroll costs** without “real time” time tracking and monitoring of team

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.  
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## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who is working window” with location now and breadcrumb trail.
- ✓ Workforce productivity.
- ✓ Reduction in labor costs associated with Overtime (OT). You can see who is approaching OT in real time.

## Plus:

- Robust mobile time tracking solutions for construction managers
- Construction project tracking with codes and labor estimate functionality
- Increases worker accountability and ensures safety of your crew
- Accurate time data means you can estimate labor costs for projects with greater accuracy
- Clock in your entire team at once or have employees clock in on the app
- Schedule with ease and instantly create and publish employee schedules
- Avoid time theft from employees
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Automating collection and entry of time can save 4% on payroll <sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Signature Capture Feature

### Job Site Before & After Photos

### Integrates with Points North

## Construction Industry Success Stories with QuickBooks Time

**Berger Steel** went from boxes of timesheets to instant insights with QuickBooks Time. The 70-employees, steel subcontracting company is now free of time and attendance woes, with an easy-to-use job clock, more accurate labor costing, and increased accountability.



*“Using QuickBooks Time has made our employees’ lives easier and payroll and invoicing that much timelier and more accurate.”*

**Greta Heinz, S. Heinz Construction & Design**



*“I’ll admit, I was the biggest naysayer. [But] it’s a really, really great tool for small businesses, especially those in construction or service industries.”*

**Bob Freeman, Tower Air, Inc.**



*“Not only has QuickBooks Time helped us gather accurate information ... it also adds a new level of accountability and trust within our organization.”*

**Keri Nelson, Habitat for Humanity**

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# QuickBooks for Construction

- Repair or installation of specific components within a construction build structure of HVAC, Electric, Plumbing, Roofing, etc.
- Project management within construction-specialty focused around a single workflow for a given client, such as HVAC installation
- Service calls

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Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are you currently managing your accounting?
- 2 What activities or business functions do you need your software to support?
- 3 What are your biggest challenges with your current process?
- 4 What are the most important features to you and why?
- 5 How many users do you expect to have?
- 6 What is your annual budget for business management software?

## Construction Industry Customer Pain Points

- Remote time management is a priority for construction and repair service companies due to high volumes of service calls
- Clients end up having to do a lot of duplicate work or re-work to ensure accuracy
- Their current user interface isn't intuitive if you haven't used it before
- They don't have job costing functions and spend a lot of time doing it manually.
- Costing out jobs is pretty complex, and they want a system that ties into costing
- They want to be able to generate reports with customized fields and be able to write their own custom reports as well as see status and health of jobs, inventory, profit/loss assets and similar features
- Clients need an Ecosystem where the systems integrate – accounting, operations, payroll, shipping

## Key Benefits

- ✓ *QuickBooks Enterprise and Advanced have the best fit due to availability of job costing and project management functions. They can be integrated with partner apps to provide more functionality*
- ✓ *QuickBooks offers a variety of products to allow customers to fit their needs to complexity of system*
- ✓ *QuickBooks is user-friendly, intuitive, easy-to-learn and reduces time spent on manual data entry or accounting and the cost of hiring outside accountants.*

## Plus, QuickBooks Provides:

- An ERP-like solution through 3<sup>rd</sup> party integrations
- Modern design and easy-to-use interfaces that drive user efficiency
- Cost-effective products that offer quick set up and significantly shorter implementation time
- Core functionality of ERP but with pricing appropriate to customer's size and needs
- Advanced customization options with 100s of apps and 3<sup>rd</sup> party API integrations
- Advanced features that reduce requirements for manual workarounds, saving time and effort
- Advanced job costing options provide accurate accounting of material and labor by project
- Easy to build and review P&Ls for each project
- Easy to manage stock levels and reorder points to ensure costs are contained and delays avoided
- Advanced job costing functions to allow your team to efficiently manage material and labor costs for each project

- Real time updates on inventory to manage projects efficiently
- QuickBooks Enterprise can handle 40 users; Advanced can handle up to 25 users. As company grows, QuickBooks can add additional capabilities to meet your needs
- Frequently updated software
- Custom fields can be quickly added and easily updated as business requirements change
- Highly rated customer support
- Master User Capability. Your internal or external accountant has access to all required permissions

## Key Features

Cloud-Based, Easy Accounting and Construction Bookkeeping

**Manage Job Costs.** *Easily track time and expenses for each project. Run valuable profit and full job cost reports to always know where you stand.*

**Automate Accounting Tasks.** *Seamlessly handles accounting tasks for you. Your data quickly and securely syncs across devices, so you never have to mess with paperwork.*

**Manage Contractors.** *Stay compliant and save time on all your 1099s. Subcontractors can add their Q-9 and tax ID information when you send them a request directly in QuickBooks.*

**Be Ready for Tax Time.** *Easily organize income and expenses into tax categories. Share your books with your accountant or export important documents come tax time.*

**Connect Apps that work with QuickBooks.** *Customize your construction accounting toolset for your business, including Greenback, Housecall Pro, AutoEntry, Corecon, Buildertrend and RedTeam.*

## Construction Industry Success Stories with QuickBooks Time



*"QuickBooks makes it easy for me to customize reports and see where my money is coming from and where it's going, so I can focus my efforts"*

**Andrew Rutherford, Marietta Sheet Metal**



# JazzHR™ for Construction

## Qualifying Questions:

- 1 Are you hiring right now?
- 2 What kind of roles are you hiring?
- 3 How many jobs and how often do you hire?
- 4 How do you currently recruit and onboard employees?
- 5 Where do you currently advertise?
- 6 What are your biggest challenges with your current process?
- 7 Do you have federal contractors/subcontractors?
- 8 How confident are you about your compliance reporting?

## Construction Industry Customer Pain Points

- **Sourcing quality candidates.** Finding good talent remains a challenge. From filling open shifts to hiring for permanent roles, construction companies really struggle to attract and recruit top-tier talent.
- **Competitive Job Market.** Without enough skilled employees to fill an onset of retirees, construction companies face their greatest hiring challenges.
- **Limited Recruiting Budgets.**
- **Inbox recruiting.** Undelivered emails and stacks of resumes are constant roadblocks. Lack of organization and painfully slow hiring process = loss of time and dollars. Can negatively impact construction companies by **not being able to respond to market needs, losing project bids and failing to innovate.**
- **Need better strategies and technology** to quickly hire younger talent.
- Construction companies that work with federal contractors or subcontractors **must be Section 503 compliant** – much harder without automated solution.

## Key Benefits

Construction companies of all sizes that use JazzHR™:

- ✓ Get Candidates - Increase job traffic by 500% by using employer branding to attract candidates
- ✓ Get Organized - Reduce email time by 70% by keeping candidates and recruiting tasks all in one place
- ✓ Get Hiring - Reduce hiring tasks by 50% by coordinating interviews and getting actionable feedback
- ✓ Get Better - Cut time-to-hire by 50% by using data-driven analysis to optimize their hiring process
- ✓ Get Compliant with EEOC, FLSA, DOL and DCAA (if working with federal contractors/subcontractors)

## Plus:

- JazzHR™ powers the whole construction industry recruiting cycle, including: posting jobs, getting candidates, applicant tracking, organizing resumes, coordinating interviews, ensuring everyone evaluates candidates in a consistent manner, generating offers, and measuring the results.
- No waiting or implementation fees. Sign up and start hiring!  
Best value with fair, flexible pricing plans-- all built to scale with your construction hiring needs.
- Seamlessly integrates with ADP Workforce Now® and Run Powered by ADP®.
- Dedicated onboarding time with a setup specialist, customized training and backed by world-class, US-based support.

- Maintain compliance by capturing communications, feedback and evaluations in one place to easily organize and track progression.
- eSignatures, eDocuments & onboarding. Digitize the offer management process and automate new hire onboarding.

## Key Features

### One-Click Posting

To 25+ leading candidate sources for diverse sourcing

### Customizable Career Page

Complete with employer branding

### Candidate Texting

To Leverage real-time conversations to stay top-of-mind and ahead of the competition

### Knockout Questions

To pre-screen construction applicants and eliminate unqualified candidates

### Screening & Assessments

To help conduct better interviews

### Calendars & Collaboration

For scheduling interviews/collecting feedback.

### Configurable Fields & Forms

To pre-populate offers with key information

### Candidate Self-Scheduling

To decrease time to hire and preventing recruiters from losing top candidates

### e-Signatures & e-Documents

To assist with onboarding

### Referral Programs

**Integrates with ADP Workforce Now®  
& Run Powered by ADP®**

## Construction Industry Success Stories with JazzHR™



"It literally takes five minutes to explain to a new hiring manager how to use JazzHR™. My team loves it!"

**Wendy Dameron, VP of Human Resources, KTA Tator, Inc.**



"The QuickBooks Time API was so well documented I felt I could create my own solution rather than wait for someone else....I was able to create a link between Zendesk and Quick Books Time...MPA immediately saw an increase in billable hours logged."

**Chris Ball, MPS Computers**

# Points North for Construction

Companies with government-funded jobs/contracts above \$2,000 such as:

- Construction Companies
- Contractors providing alternation, repairs, painting, decorating, etc.

## Qualifying Questions:

- 1 Do you have prevailing wage jobs which require you to provide Certified Payroll reports?
- 2 Do your government projects require Federal, State and Municipal reports?
- 3 Are you looking for a simple solution to create and submit your Certified Payroll Reporting and generate reports in minutes?
- 4 Do you have to transfer data from another payroll service?
- 5 What are your biggest challenges with your current process?

## Construction Industry Customer Pain Points

- Construction companies/contractors that have won bids for \$2,000+ projects that are public funded or backed by the government **must submit certified payroll**, mentioning the number of employees working on the project, their wages, the benefits they are entitled to and the type of work they do. This is required by the Davis-Bacon Act of 1931 requiring contractors to pay prevailing wages and fringe benefits.
- **Violations and repercussions are increasing.** In recent years, compliance checks have become more stringent and between 2014-2018 back wages exceeding \$1.3 billion were collected. The American Bar Association hired 350 new investigators to ensure compliance.
- Most companies lack a process/payroll integration that leads to **confusion**
- Many have no knowledge surrounding certified report formats/requirements leading to **frustration**
- Many hours are wasted each week manually entering data and submitting to third-party platforms, leading to **time drain**.
- Falling behind on reports and payments getting held up can lead to **loss of money and risk of audits**.

## Key Benefits

Certified Payroll Reporting by Points North offers:

- ✓ Simple and Stress-Free online solution to certified payroll reporting
- ✓ Full integration with single sign-on
- ✓ Federal, state and municipal reports generated in minutes
- ✓ Robust functionality & speed
- ✓ Full customization and customer support

## Plus:

- We build and manage our software in house with dedicated product expert, lead engineer and customer success manager for each client
- 25+ years of expertise in prevailing wage compliance and reporting helping contractors and construction companies of all sizes
- Increases report accuracy
- Positively impacts corporate bottom line by saving time
- Eliminates duplicate data entry
- Includes compliance statement and No Work report
- Imports hours from timekeeping platforms such as QuickBooks Time
- Outputs data from payroll and accounting systems such as ADP Workforce Now® and Run Powered by ADP®
- Automates production of certified reports

## Key Features

### Rate Management

Stores and manage prevailing wage rates and fringe data at any employee, project or work classification level necessary based on your projects.

### Time Data Imports

Job costing solution helps export time data such as daily hours worked from QuickBooks Time to automatically interact with prevailing wage rate data in our platform.

### Automated Calculations

Automate wage calculations to determine appropriate pay amounts for each employee per pay period (even if they have worked on multiple jobs performing different types of work).

### Automated Output

Calculated data to upload directly and integrate with ADP Workforce Now® and ADP Run®

### Full Library

Available for any required report format

### New/Updated Reports

For immediate implementation

**Best in class platform and easiest solution on the market**

VIDEO: [QuickBooks Time & Points North integration for Certified Payroll Reporting](#)

## Construction Industry Success Stories with Points North

"Certified Payroll Reporting is a great product and is a huge time saver for our company. Since implementing the solution, we are saving over 4 hours each month. The application has improved the accuracy of the reports and relieves the burden of manual data entry. I highly recommend this seamless, accurate and reliable solution."

**Len-Tran Inc.**

"In the past year since connecting my ADP payroll with Points North Certified Payroll Reporting solution, I am able to create my reports in minutes so that I can focus on other tasks. The training was very comprehensive, and Points North has responded quickly to any questions that I have."

**Arctic Air Conditioning**

## A Trifecta Solution: A Prevailing Wage, Time Tracking & Payroll Case Study

How Curtis Restaurant Equipment used Certified Payroll Reporting, QuickBooks Time Tracking Software and ADP Workforce Now® Payroll Software to save more than \$18K a year!



Annual Savings \$18,000



468 Hours Saved Annually

"We are saving so much time and money compared to the price we are paying for these software solutions. And since we are a 100% employee-owned company, everyone is always looking for ways to improve efficiency and save money. Our General Contractors love it as well because we are able to produce accurate, timely reports and stay in compliance better than ever before. And on a personal level, I get to do more work in the financial area where I want to be rather than the paperwork area. It's a total win/win/win!"



Susan Simonton  
VP of Finance  
Curtis Restaurant Group

### CLIENT



### CHALLENGE

Curtis Restaurant Equipment is one of the leading foodservice equipment and design companies in the nation. The employee-owned company services customers in the Pacific Northwest as well as across the country—from the smallest of food outlets to some of the largest national chain accounts as well as school systems and government contracts—in the areas of kitchen design, project management, installation, and delivery.

Curtis Restaurant Equipment had successfully been using ADP Workforce Now® for more than 15 years to run their payroll. However, as the nearly 60-year-old company grew, so did their need for more efficient and comprehensive time tracking and prevailing wage reporting. Some challenges included:

- **Difficulty Categorizing Multiple Tasks.** Installers in the field perform multiple tasks, some of which must be paid prevailing wage, and other general tasks in the shop or driving from place to place that do not. Their work in the field was often a mix of multiple job classifications per day. They needed a way to categorize tasks easily and document the exact time per task.
- **Manual Time Cards Were a Logistical Nightmare.** With a mobile workforce, having to document time by hand on pieces of paper made time tracking a logistical nightmare. All of the information had to be manually added to a spreadsheet and then uploaded into ADP® to run payroll. Then, the accounting manager would have to fill out the prevailing wage forms so they could be signed and sent to the General Contractors or government agencies that needed to track them.
- **Lack of Automation.** Curtis Restaurant Equipment was searching for a way to seamlessly import their employees' time into prevailing wage reports. With time tracking requiring documentation in 15-minute increments and employees traveling to as many as six locations over the course of one day, Vice President of Finance Susan Simonton was having to prepare six separate reports for each employee. There were pay periods where she had up to 16 reports to do for each employee across multiple states.
- **Varying Reporting Requirements.** Government agencies across different states required information formatted in different ways, causing much frustration and excessive amounts of time spent on preparation.
- **Competing Priorities.** Sometimes Susan would have to put her real job responsibilities aside to play catch up on reporting or troubleshoot when information was missing or needed.

## A Trifecta Solution: A Prevailing Wage, Time Tracking & Payroll Case Study

How Curtis Restaurant Equipment used Certified Payroll Reporting, QuickBooks Time Tracking Software and ADP Workforce Now® Payroll Software to save more than \$18K a year!



Annual Savings \$18,000



468 Hours Saved Annually

### INTEGRATED, RESULTS-DRIVEN SOLUTIONS

Susan presented her frustrations to her ADP Workforce Now sales representative and asked if there were any integrations that would help solve her challenges. She was thrilled to learn there was a comprehensive solution.

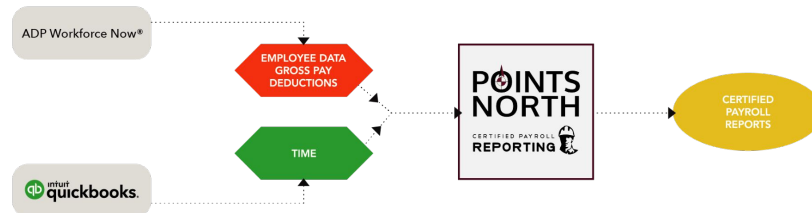
As a result of utilizing the new integration between ADP Workforce Now®, QuickBooks Time and Certified Payroll Reporting® by Points North, Susan's workflow has been revolutionized and the company has saved time and money, creating a win/win/win situation.

- > Reduction in Payroll Time. QuickBooks Time's mobile app with custom fields allows time tracking by task with accurate billing rates for their on-the-go workforce, allowing the entire time tracking process to be automated and reducing payroll preparation time from the previous 18 hours to just one hour.
- > Generated Prevailing Wage Reports. Certified Payroll Reporting by Points North generates the prevailing wage reports so Susan is able to process 60 reports for different state and federal agencies in less than an hour, including preparation and verification of the data. This work previously took her and her team more than two weeks.

She is able to download the data from QuickBooks Time and ADP Workforce Now at the same time. With the click of a few buttons, she is off and running. The system even allows her generate multiple reports at the same time and email them directly to her coordinators, who are responsible for emailing them directly to the appropriate agencies.



Learn more about  
**QuickBooks Time** and  
**Points North** on ADP  
Marketplace.



# QuickBooks Time for Field Service - First Responders / Essential Workers

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 Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees in the field currently tracking time?
- 2 How do you track their whereabouts for safety?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?
- 5 Do you have prevailing wage jobs which require you to provide certified payroll reports?

## First Responders Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in weekly errors that can cost time and money.
- Logistics can be difficult for mobile workforce of first responders on the front line out in the field and public works technicians going from service call to service call.
- Several cities and states across U.S have passed predictive scheduling laws requiring employers to fulfill all or a combination of the following: Provide notice of employee schedules 72 hours to two weeks in advance, compensate employees when a shift is cut short, changed, or canceled, ensure employees get at least 10 hours off between shifts, keep scheduling records for at least three years, offer additional hours to existing employees before hiring new ones.
- Hard to keep track of location for safety of each first responder or public works technician.
- Calling in for check ins for time tracking not particularly accurate – multiple calls per day in between emergencies with whereabouts disruptive to office team as well as first responders/essential workers
- Manual processing can take hours with scheduling and entering employee hours
- Overtime can accumulate causing increased payroll costs without “real time” time tracking and monitoring of team.

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – Know you teams' whereabouts for safety with a "who's working window" with location now and breadcrumb trail
- ✓ Job site photos to document repairs, emergency situations, what types of conditions they are dealing with and working under
- ✓ More accurate time tracking - Mobile app to keep track of the time they have worked so there are less ambiguous hours on the clock
- ✓ Predictive Scheduling Compliance with new state and city laws, where applicable

## Plus:

- Robust mobile app time so first responders and public works employees can clock in/out on the mobile device of their choice
- Seamless Workflow for first responders and public works technicians who can clock in/out of each service order or emergency call, and obtain signatures as well as before-and-after pictures within the same app.
- Instant scheduling. Assign cases, projects, emergency calls or repair services based on who's working – and their physical location. Assign shifts for the day, week or month and re-assign with ease
- Eliminate switching back and forth between applications. Contact information and employee timesheets are all centralized in one database.

- Send or schedule messages and notifications to all or select users.
- Update timesheets in QuickBooks Time and sync the hours worked directly into ADP Workforce® or Run Powered by ADP®.
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Reduce payroll costs by 6 percent, on average, with more accurate employee timesheets.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
 \*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Kiosk Time Clock with Biometric

### Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Signature Capture Feature

### Job Site Before & After Photos

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# MedTrainer® for First Responders

Administrators•Office Managers•Compliance  
Officers•Human Resources•IT•Credentialing  
Departments for First Responders

## Qualifying Questions:

- 1 How many employees do you currently have?
- 2 How many providers?
- 3 How do you currently handle your compliance training for OSHA and HIPAA?
- 4 How do you manage provider credentialing? Do you do it internally or outsource it?
- 5 Do you keep your Safety Data Sheets on file and up to date?
- 6 Do you have safety plans in place? How often do you update these?
- 7 How do you manage your policies and procedures?
- 8 Are you aware of USP 800? Is this something you struggle with?

## First Responders Industry Customer Pain Points

- First Responder's education, compliance and credentialing requirements face high levels of regulatory scrutiny
- Regulations change continuously, so it is challenging for First Responders to stay compliant with federal and state regulatory changes.
- Enrollment and credentialing parameters for the First Responder industry can be difficult to navigate. The challenge of sorting through never ending renewal dates for enrollments, privileging, license renewals and other verifications is tedious and time consuming.
- Many learning management companies offer no content and have little resources when it comes to providing, customizing, or creating eLearning content.
- First Responders are forced to string together multiple systems that often do not focus on the specific needs of responding to medical emergencies.

## Key Benefits

MedTrainer® solves the First Responder compliance puzzle by:

- ✓ Delivering a user-friendly, First Responder-centric learning, compliance and credentialing platform to the First Responder market
- ✓ Eliminating the need to run multiple platforms in parallel while standardizing processes

## Plus, with MedTrainer®, First Responder organizations can:

- Cut costs and reduce time of manually handling training, compliance and credentialing and enrollment
- Manage all aspects of learning, compliance and credentialing using automated tools in one platform
- Eliminate travel time and in person meetings for compliance updates and reviews with staff
- Integrate data across their HCM/Payroll process with seamless integrations with ADP Workforce Now® and Run Powered by ADP®
- Reduce or eliminate the need for staff self-educating on new regulations
- Access the cloud-based system on any device from any location

## Key Features

### World Class Compliance Training

Managing First Responder regulatory training has never been easier. Unlimited access to a full course library, ranging from OSHA, HIPPA, CMS, HR, Infection Control, Joint Commission, AAAHC, Customer Service and more. Staff can train individually or in a group, with customized curriculum based on position or department. **Automatic reminders and tracking eliminate the need for spreadsheets and removes uncertainty.**

### QuickCred Credentialing & Privileging

Handle credentialing needs with a simple tool that allows clients to input provider information one time, then auto-populates all of their payor forms. **It's the easiest and most affordable credentialing tool on the market.**

### Incident Reporting

Organizations can now allow employees to file incident reports for incidents that happen within the workplace for proper resolution. Simplified workflow helps to escalate incidents to the right person, department or administrator to ensure awareness and allow for resolution.

### Safety Plans

Our safety plan templates allow organizations to enter their information and populate it into a customized safety plan that they can assign to staff, or upload and distribute.

## Key Features *(continued)*

### Policy and Procedure Management

With the policy and procedure tool set, clients can upload or create policies within the system with ease. Manage, update, assign and collect digital signatures from staff and store them all in one place inside the document center.

### Credential Management

A simple to follow credential management system for monitoring offline credentials such as employee licenses, health screenings, CPR/First Aid and more.

### SDS Management

Our SDS library grants access to over 1 million SDS sheets. Create organization specific SDS binders, so employees can access SDS sheets online at any time.

### System Customization

Easily customize system elements, courseware, and other dynamic elements to fit their organization's needs.

### Contract Management

First Responder organizations deal with hundreds of contracts--everything from insurance payment contracts to equipment leases. Track, manage, and collaborate on contracts with our Contract Management Tool.

### Equipment Lifecycle Management

Managing vital pieces of equipment within a First Responder organization is a crucial component of compliance. Our Equipment Life Cycle Management Tool allows for tracking of users, in-servicing, preventative maintenance, repairs, calibrations and much more.

### OIG/SAM Checks

Schedule automatic exclusion checks for staff, providers, vendors and more. Run checks manually at any time inside your account and set up automatic email reports to be sent with the results of each exclusion check.

### HR and Payroll

Best in class HR Management and Payroll Services through seamless partnership integrations, including ADP Workforce Now® and RUN Powered by ADP®.

### Security Risk Assessment

Assessing data security and risk from both a physical and technical perspective is something every organization should be doing. Our team can help perform the assessments and put you on the right track to making sure your organization's sensitive data is safe.

### Unmatched Customer Support Team

Of qualified compliance consultants, high-quality customer support and dedicated account manager.

# QuickBooks Time for Field Service - HVAC

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 Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you hold them accountable?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?
- 5 Do you have prevailing wage jobs which require you to provide certified payroll reports?

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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## HVAC Industry Customer Pain Points

- 74% of administrators manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**<sup>1</sup>
- Logistics can be difficult for HVAC businesses with mobile workforce and technicians going from service call to service call. Hard to keep track of location of each technician.
- Calling in for check-ins for time tracking not particularly accurate – multiple calls per day with whereabouts disruptive to office team
- Hard to track drive time accurately and hold employees accountable
- Manual processing can take hours with scheduling and entering employee hours
- Overtime can accumulate causing increased payroll costs without “real time” time tracking and monitoring of team.

## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ Workforce productivity to see what is being accomplished
- ✓ Reduction of labor costs associated with overtime. You can see who is approaching OT in real time.
- ✓ Less ambiguous hours on the clock

## Plus:

- Robust mobile time tracking solutions to boost employee productivity for HVAC companies by clocking in/out directly on any mobile device
- Seamless Workflow for HVAC service technicians who can clock in/out of each service order, and obtain signatures as well as before-and-after pictures within the same app.
- HVAC technicians can create quotes/estimates while onsite – all in one place
- See who's working when scheduling. Assign projects or services based on who's working – and their physical location.
- Eliminate switching back and forth between applications. Contact information and employee timesheets are all centralized in one database.
- No more duplicate data entry. Update timesheets in QuickBooks Time and sync the hours worked directly ADP Workforce® or Run Powered by ADP®.
- Send or schedule messages and notifications to all or select users.
- Avoid time theft from employees with less unaccounted-for time on the clock
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Reduce payroll costs by 6 percent, on average, with more accurate employee timesheets.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Kiosk Time Clock with Biometric

### Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Signature Capture Feature

### Job Site Before & After Photos

## HVAC Industry Success Stories with QuickBooks Time

After years of wasting time and money collecting and deciphering paper timesheets and manually entering data from and notebook for payroll and invoicing, **Tower Air** made the switch to QuickBooks Time. As soon as CEO Bob Freeman implemented automated, mobile timesheets, efficiency improved for the Tower Air team. And they discovered Just how much of their time was “unbillable” – about 26 percent.



“I don't even know how many time-tracking options we were looking at before QuickBooks Time! All of them did one thing we wanted them to do, but none of them did ALL the things we wanted them to do. QuickBooks Time is convenient & very, very affordable. And it does everything we want & more.”

**Ken Malach, President & COO, CRI Advantage**



“When I tried QuickBooks Time, and I understood the value it brought to me: the time savings, the repository of information I could get to in a matter of minutes, it became invaluable.”

**Scott Boardman, Protocall - Sustainable Building Solutions**

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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# QuickBooks Time for Field Service - Landscaping

- Mowing
- Trimming
- Planting
- Tree Removal

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 QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://marketplace.adp.com/quickbookstime-wfn)  
 Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you hold them accountable?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?
- 5 Do you have prevailing wage jobs which require you to provide certified payroll reports?

## Landscaping Industry Customer Pain Points

- 74% of administrators manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in weekly errors that can cost time and money. <sup>1</sup>
- Logistics can be difficult for HVAC businesses with mobile workforce and technicians going from service call to service call. Hard to keep track of location of each technician.
- Calling in for check-ins for time tracking not particularly accurate – multiple calls per day with whereabouts disruptive to office team
- Hard to track drive time accurately and hold employees accountable
- Manual processing can take hours with scheduling and entering employee hours
- Overtime can accumulate causing increased payroll costs without “real time” time tracking and monitoring of team.

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ Workforce productivity to see what is being accomplished
- ✓ Reduction of labor costs associated with overtime. You can see who is approaching OT in real time.
- ✓ Less ambiguous hours on the clock

## Plus:

- Robust mobile time tracking solutions to boost employee productivity for landscaping companies by clocking in/out directly on the mobile device of their choice
- Seamless Workflow for landscaping crews who can clock in/out of each service order, and obtain signatures as well as before-and-after pictures within the same app.
- Landscaping technicians can create quotes/estimates while onsite – all in one place
- See who’s working when scheduling. Assign projects or services based on who’s working – and their physical location.
- Eliminate switching back and forth between applications. Contact information and employee timesheets are all centralized in one database.
- No more duplicate data entry. Update timesheets in QuickBooks Time and sync the hours worked directly ADP Workforce® or Run Powered by ADP®.

- Send or schedule messages and notifications to all or select users.
- Avoid time theft from employees with less unaccounted-for time on the clock
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Reduce payroll costs by 4 percent, on average, with more accurate employee timesheets.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Kiosk Time Clock with Biometric

#### Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Job Site Before & After Photos

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Who’s Working Window

Easily view who’s on the clock and how long they’ve been working, where they’re working and what they are working on

### Signature Capture Feature

## Landscaping Industry Success Stories with QuickBooks Time

“I’ve been able to quantify time saved on the human resources side as well as the man-hours saved that were being billed to the company and it adds up to \$40,000 to \$50,000 a year.”

**Michelle Berg-Wotton, Livingstone Landscaping**

“When I first started using QuickBooks, I turned **GPS tracking** on and realized that one of my employees was at home when he was scheduled to be at a job. We got that sorted out, but I would have had no idea if hadn’t been for QuickBooks Time’s GPS functionality.”

**Andrew Walsh, Owner of Terra Dura Landscaping**

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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# QuickBooks Time for Field Service - Plumbing

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Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you hold them accountable?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?
- 5 Do you have prevailing wage jobs which require you to provide certified payroll reports?

## Plumbing Industry Customer Pain Points

- 74% of administrators manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in weekly errors that can cost time and money. <sup>1</sup>
- Logistics can be difficult for plumbing businesses with mobile workforce and technicians going from service call to service call. Hard to keep track of location of each technician.
- Calling in for check-ins for time tracking not particularly accurate – multiple calls per day with whereabouts disruptive to office team
- Hard to track drive time accurately and hold employees accountable
- Manual processing can take hours with scheduling and entering employee hours
- Overtime can accumulate causing increased payroll costs without “real time” time tracking and monitoring of team.

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

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## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ Workforce productivity to see what is being accomplished
- ✓ Reduction of labor costs associated with overtime. You can see who is approaching OT in real time.
- ✓ Less ambiguous hours on the clock

## Plus:

- Robust mobile time tracking solutions to boost employee productivity for plumbing companies by clocking in/out directly on any mobile device
- Seamless Workflow for plumbers who can clock in/out of each service order, and obtain signatures as well as before-and-after pictures within the same app.
- Plumbers can create quotes/estimates while onsite – all in one place
- See who’s working when scheduling. Assign projects or services based on who’s working – and their physical location.
- Eliminate switching back and forth between applications. Contact information and employee timesheets are all centralized in one database.
- No more duplicate data entry. Update timesheets in QuickBooks Time and sync the hours worked directly ADP Workforce® or Run Powered by ADP®.
- Send or schedule messages and notifications to all or select users.

- Avoid time theft from employees with less unaccounted-for time on the clock
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Reduce payroll costs by 6 percent, on average, with more accurate employee timesheets.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
 \*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Job Site Before & After Photos

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Who’s Working Window

Easily view who’s on the clock and how long they’ve been working, where they’re working and what they are working on

### Signature Capture Feature

## Plumbing Industry Success Stories with QuickBooks Time

“QuickBooks Time has taken the pressure off us to get the information where it’s supposed to be. It saves us hours of data entry a week.”

**James Lynch, Director, FML Plumbing & Civil**

“We use this software as our job costing and service hub. I would highly recommend this to everyone in the construction business.”

**Mark Crowell, Owner & Managing Member, LT Plumbing**

<sup>2</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.  
<sup>3</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.  
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# QuickBooks Time for Field Service - Service Repair/Security

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Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you hold them accountable?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?
- 5 Do you have prevailing wage jobs which require you to provide certified payroll reports?

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## Service Repair/Security Industry Customer Pain Points

- 74% of administrators manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in weekly errors that can cost time and money.<sup>1</sup>
- Logistics can be difficult for service, security and repair businesses with mobile workforce going from service call to service call. Hard to keep track of location of each technician or security guard.
- Calling in for check-ins for time tracking not particularly accurate – multiple calls per day with whereabouts disruptive to office team
- Hard to track drive time accurately and hold employees accountable
- Manual processing can take hours with scheduling and entering employee hours
- Overtime can accumulate causing increased payroll costs without “real time” time tracking and monitoring of team.

## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ Workforce productivity to see what is being accomplished
- ✓ Reduction of labor costs associated with overtime. You can see who is approaching OT in real time.
- ✓ Less ambiguous hours on the clock

## Plus:

- Robust mobile time tracking solutions to boost employee productivity for service and repair companies by clocking in/out on any mobile device
- Seamless Workflow for service, security guards and repair technicians who can clock in/out of each service order, and obtain signatures as well as before-and-after pictures within the same app.
- Service and repair technicians can create quotes/estimates while onsite – all in one place
- See who's working when scheduling. Assign projects or services based on who's working – and their physical location.
- Eliminate switching back and forth between applications. Contact information and employee timesheets are all centralized in one database.
- No more duplicate data entry. Update timesheets in QuickBooks Time and sync the hours worked directly ADP Workforce® or Run Powered by ADP®.
- Send or schedule messages and notifications to all or select users.
- Avoid time theft from employees with less unaccounted-for time on the clock
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Reduce payroll costs by 6 percent, on average, with more accurate employee timesheets.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
**\*\* Spanish Version Available**

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Kiosk Time Clock with Biometric

### Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Signature Capture Feature

### Job Site Before & After Photos

## Service Repair/Security Industry Success Stories with QuickBooks Time



"I've saved a lot of time and stress since using QuickBooks Time. While I used to lose sleep over whether or not my employees were actually at work, I can now login in and see who's working and where my employees are in real time. I love that."

**Christina Freer, Owner of RCF Cleaning, a commercial clean & janitorial company**



"I've been able to quantify time saved on the human resources side as well as the man-hours saved that were being billed to the company, and it adds up to \$40,000 to \$50,000 a year."

**Michelle Berg-Wotton, Livingstone Landscape**



"It's saving us \$40,000 a year! Being a small business, every bit counts."

**Mike Miller, Vice President of Capital Painting**

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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# QuickBooks Time for Freelancers / Gig Workers

- Independent Contractors
- Moonlighters & Side Gigs
- Diversified Workers
- Temporary Workers
- Freelance Business Owners

## Qualifying Questions:

- 1 How are you currently tracking your time?
- 2 What are your biggest challenges with your current process?
- 3 How confident are you on a scale of 1-10 that you are actually billing for the number of hours worked?
- 4 How often do you end up giving away your time for free?
- 5 Do you have a system to code time per project or client?
- 6 Do you have government contracts?

## Freelancers Industry Customer Pain Points

- When freelance businesses win government contracts, it's essential for their timekeeping to be compliant with the DCAA or DOL for accurate daily time tracking and precise reporting creating an audit trail
- Without a time tracking system in place, it is hard to get paid for all the time you spend working per client or project (whether you bill hourly or with value pricing)
- If you have different rates for different customers or projects, it can be challenging at invoicing time
- When putting together estimates or proposals, it's difficult to give accurate time/pricing costs without exact data on similar jobs performed in the past

## Freelancers Industry Customer Pain Points, continued

- Managing non-billable hours is a challenge without a method to quantify total costs for projects. Need way to track time spent on administration, business development, etc.
- When on the go or traveling, manual methods of time tracking often lead to missing out on billable hours

### Key Benefits

QuickBooks Time for Freelancers lets you:

- ✓ Track time for projects and export data file to clients
- ✓ Increase profitability by getting paid for every second worked (whether hourly or value pricing)
- ✓ Quantify true costs by tracking non-billable & billable hours.

### Plus:

- Protects your business with timekeeping management and reporting capabilities to comply with regulations.
- Flexible time tracking via mobile app for Android and iOS so you can track hours worked no matter where the job is.
- GPS tracker adds time stamps for added transparency
- Snap and attach photos to timesheets as visual updates to loop customers in on progress and challenges.
- Customized job codes to keep track of customers and projects.
- Preset billable rates and timesheet rounding feature to make billing easy

- Helps track costs on a project-by-project basis, tackling one of the most complex areas of DCAA/DOL<sup>1</sup> compliance by creating a detailed audit trail.
- Powerful reporting system gives instant overview of hours broken down by client, project and employee. Easy to produce detailed document at client's request
- Integrates with accounting software for payroll and invoicing with full and flat-file integrations with ADP Work Market® and nearly 50 partners to make your work easier
- QuickBooks Time customers say they add, on average, nearly 10% more billable time to their invoices just by tracking every second worked.<sup>2</sup> QuickBooks Time customers also say they save an average of three hours a week managing employee time.<sup>3</sup>

### Key Features

#### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

#### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

#### Photo Attachment Features

For visual updates

#### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications.

#### Customized Reporting

For accurate record keeping

#### Signature Capture Feature

## Freelancers Industry Success Stories with QuickBooks Time



"With QuickBooks Time I can run my business from anywhere in the world while satisfying my wanderlust. QuickBooks Time also helps my clients succeed by saving them time and money, so they can focus on nurturing and growing their businesses instead."

**Katey Maddux, CEO of Millennial Accounting**

While it comes down to individual responsibility, QuickBooks Time provides accurate timekeeping of employees (even on the move) and accurate approvals of supervisors—helping you stay DCAA-compliant.\*Please refer to a legal advisor specializing in DOL and DCAA regulations regarding specific requirements of the regulations and how they impact your business. QuickBooks Time is not claiming to ensure you meet all requirements of such regulations. \*Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding 4% more billable time to their invoices. †TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

# QuickBooks Time for Home Health

- Nursing Care
- Speech Therapy
- Home Health/ Home Care Aids
- Physical Therapy
- Occupational Therapy
- Social Workers

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 Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How does the time get to the office and entered into payroll/accounting?
- 4 How much time do you spend billing insurers and public programs?
- 5 On a scale of 1-10 how confident are you that you are compliance with all the laws?

## Home Health Industry Customer Pain Points

- **Home healthcare professionals are constantly on the go** to provide care, support and companionship to their patients
- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**
- **Administrative costs have been identified as the main source of waste in healthcare**, according to a 2019 study published by JAMA. These costs add up to hundreds of billions of dollars each year on time and resources spent on billing insurers and public programs.
- **Logistics can be difficult and scheduling haphazard** for home healthcare teams working different shifts and in different locations throughout the day
- **Accountability and safety** – Home healthcare providers are four times more likely to experience violence on the job than any other profession.
- **Difficult to re-assign work without seeing who is on the clock in real time in one window view**
- **Illegible or lost timecards common**
- **Estimating and guessing time** leads to inaccuracies
- **Difficulty producing accurate time log if a client dispute arises**
- **Home Healthcare industry is a big target for FLSA lawsuits**, ranking in the top five for FLSA wage and hour prosecutions by the Department of Labor – home health care providers the worst hit

## Key Benefits

Automated time tracking with an app like QuickBooks Time helps:

- ✓ Reduce human error
- ✓ Boosts transparency with digital records
- ✓ Ensure accuracy in payroll and billing
- ✓ Improve scheduling for efficient staffing
- ✓ Stay compliant

## Plus:

- Robust mobile time tracking solutions for on-the-go home healthcare professionals (Android and iOS) for anywhere access
- Switch between tasks to track time with patients in multiple locations
- Create or drag-and-drop schedules to publish from your desktop or mobile app to assign employees to jobs, shifts or projects. Use alerts, notifications and reminders on the fly to react faster, schedule a new appointment and reduce missed shifts and miscommunications
- GPS location stamping for accountability, safety and DOL compliance. Location points automatically attached to caregiver timesheets when clock in/out, change locations or change job codes—keeping everyone safe and accounted for
- Keep overtime under control with overtime alerts to ping employees and managers as weekly limits approach
- FLSA protection from costly lawsuits and labor disputes with accurate payroll, accurate accessible records and overtime alerts

- Admins and managers can see on-the-clock employees in real time in the Who's Working Window. Reassign work as needed and add transparency to work done.
- Avoid time theft from employees
- Track employee hours against specific projects to improve efficiency or readjust resources and budgets as needed.
- Keep everyone in the loop and prevent delays with in-app activity feed. Team members can add notes to update one another.
- Paid Time Off tracker takes care of employees with automated accruals and predictive balances that help workers manage their time off.
- QuickBooks Time customers say they add, on average, nearly 10% more billable time to their invoices just by tracking every second worked.<sup>1</sup> And, they save an average of three hours a week managing employee time.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Signature Capture Feature

### Job Site Before & After Photos

<sup>1</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices.

<sup>2</sup>TSheets (now QuickBooks Time) surveyed 2,673 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.

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# JazzHR™ for Home Healthcare

## Qualifying Questions:

- 1 Are you hiring right now?
- 2 What kind of roles are you hiring?
- 3 How many jobs and how often do you hire?
- 4 How do you currently recruit and onboard employees?
- 5 Where do you currently advertise?
- 6 What are your biggest challenges with your current process?
- 7 Are your employees eligible for tax credits through the WOTC program?
- 8 How confident are you about your compliance reporting?

## Home Healthcare Industry Customer Pain Points

- **Sourcing quality candidates.** The home healthcare sector is expanding rapidly. Home health care now encompasses skilled care for COPD, dementia and heart failure, and more older Americans want to live at home as long as possible. Essential care/home health services must increase staff in order to meet the growing medical demand.
- **Competitive Job Market.** With the COVID-19 pandemic changing business operations so rapidly, home healthcare organizations need recruiting tools to expand their teams at such a pivotal time. Without enough skilled home healthcare workers, organizations are competing for talent. Even prior to COVID-19, staffing shortages, staff turnover, rising employee expectations and ever-shifting regulatory policies presented constant challenges.
- **Limited Recruiting Budgets and Constrained Resources.** Undelivered emails and stacks of resumes are constant roadblocks. Lack of organization and painfully slow hiring process = loss of time and dollars and inability to respond to market needs. Need better strategies and technology to quickly hire talent.
- Home health care companies **must comply with all federal and state policies.** Failure to comply has severe consequences.
- **Accurate reporting is required** for home healthcare workers eligible for tax credits through the WOTC program
- Medicaid-funded personal care services (PCS) must comply with Section 12006(a) of Cures Act which mandates states require Electronic Visit Verification (EVV) for all Medicaid-funded PCS. Home healthcare companies have until 1/1/23 to comply.

## Key Benefits

Home Healthcare companies of all sizes that use JazzHR™:

- ✓ **Get Candidates** - Increase job traffic by 500% by using employer branding to attract candidates
- ✓ **Get Organized** - Reduce email time by 70% by keeping candidates and recruiting tasks all in one place
- ✓ **Get Hiring** - Reduce hiring tasks by 50% by coordinating interviews and getting actionable feedback
- ✓ **Get Better** - Cut time-to-hire by 50% by using data-driven analysis to optimize their hiring process
- ✓ **Get Compliant** with EEOC, FLSA, DOL and DCAA (if working with federal contractors/subcontractors)

## Plus:

- JazzHR's powerful recruiting technology helps teams hire quality candidates faster by automating manual processes and speeding up time-to-hire. Once signed up with JazzHR, teams can start making same-day hires.
- JazzHR™ powers the whole home healthcare industry recruiting cycle from posting jobs, getting candidates, applicant tracking, organizing resumes, coordinating interviews, evaluating candidates in a consistent manner, generating offers and measuring the results of that process

- Seamlessly integrates with ADP Workforce Now® & Run Powered by ADP®.
- Dedicated onboarding time with a setup specialist, customized training and backed by world-class, US-based support.
- Maintain compliance by capturing communications, feedback and evaluations in one place to easily organize and track progression.
- eSignatures, eDocuments & onboarding. Digitize the offer management process and automate new hire onboarding.

## Key Features

### One-Click Posting

To 25+ leading candidate sources for diverse sourcing

### Customizable Career Page

Complete with employer branding

### Candidate Texting

To Leverage real-time conversations to stay top-of-mind and ahead of the competition

### Knockout Questions

To pre-screen home healthcare applicants and eliminate unqualified candidates

### Screening & Assessments

To help conduct better interviews

### Calendars & Collaboration

For scheduling interviews/collecting feedback.

### Configurable Fields & Forms

To pre-populate offers with key information

### Candidate Self-Scheduling

To decrease time to hire and preventing recruiters from losing top candidates

### e-Signatures & e-Documents

To assist with onboarding

### Referral Programs

**Integrates with ADP Workforce Now® & Run Powered by ADP®**

## Home Healthcare Industry Success Stories with JazzHR™



"I think JazzHR™ is a great tool, it helps me stay on top of things and keeps me organized!"

Northfield Retirement Community

# MedTrainer® for Home Health

Administrators•Office Managers•Compliance Officers•Human Resources•IT•Credentialing Departments•CEOs/COOs at Home Health companies specializing in: *Nursing Care, Physical Therapy, Speech Therapy, Occupational Therapy, Home Care Aids & Social Workers*

## Qualifying Questions:

- 1 How many employees do you currently have?
- 2 How many providers?
- 3 How do you currently handle your compliance training for OSHA and HIPAA?
- 4 How do you manage provider credentialing? Do you do it internally or outsource it?
- 5 Do you keep your Safety Data Sheets on file and up to date?
- 6 Do you have safety plans in place? How often do you update these?
- 7 How do you manage your policies and procedures?
- 8 Are you aware of USP 800? Is this something you struggle with?

SOLUTION SEGMENT: MEDTRAINER®  
COMPLIANCE MANAGEMENT SUITE

## Home Health Industry Customer Pain Points

- Home Health's education, compliance and credentialing requirements face high levels of regulatory scrutiny
- Regulations change continuously, so it is challenging for home health organizations to stay compliant with federal and state regulatory changes.
- Enrollment and credentialing parameters for the home health industry can be difficult to navigate. The challenge of sorting through never ending renewal dates for enrollments, privileging, license renewals and other verifications is tedious and time consuming.
- Many learning management companies offer no content and have little resources when it comes to providing, customizing, or creating eLearning content.
- Home Health companies are forced to string together multiple systems that often do not focus on the specific needs of Home Healthcare.

## Key Benefits

MedTrainer® solves the Home Health compliance puzzle by:

- ✓ Delivering a user-friendly, Home Health-centric learning, compliance and credentialing platform to the Home Health market
- ✓ Eliminating the need to run multiple platforms in parallel while standardizing processes

## Plus, with MedTrainer®, Home Health organizations can:

- Cut costs and reduce time of manually handling training, compliance and credentialing and enrollment
- Manage all aspects of learning, compliance and credentialing using automated tools in one platform
- Eliminate travel time and in person meetings for compliance updates and reviews with staff
- Integrate data across their HCM/Payroll process with seamless integrations with ADP Workforce Now® and Run Powered by ADP®
- Reduce or eliminate the need for staff self-educating on new regulations
- Access the cloud-based system on any device from any location

## Key Features

### World Class Compliance Training

Managing regulatory training has never been easier. Unlimited access to a full course library, ranging from OSHA, HIPPA, CMS, HR, Infection Control, Joint Commission, AAAHC, Customer Service and more. Staff can train individually or in a group, with customized curriculum based on position or department. Automatic reminders and tracking eliminate the need for spreadsheets and removes uncertainty.

### QuickCred Credentialing & Privileging

Handle credentialing needs with a simple tool that allows clients to input provider information one time, then auto-populates all of their payor forms. It's the easiest and most affordable credentialing tool on the market.

### Incident Reporting

Organizations can now allow employees to file incident reports for incidents that happen within the workplace for proper resolution. Simplified workflow helps to escalate incidents to the right person, department or administrator to ensure awareness and allow for resolution.

### Safety Plans

Our safety plan templates allow organizations to enter their information and populate it into a customized safety plan that they can assign to staff, or upload and distribute.

## Key Features (continued)

### Policy and Procedure Management

With the policy and procedure tool set, clients can upload or create policies within the system with ease. Manage, update, assign and collect digital signatures from staff and store them all in one place inside the document center.

### Credential Management

A simple to follow credential management system for monitoring offline credentials such as employee licenses, health screenings, CPR/First Aid and more.

### SDS Management

Our SDS library grants access to over 1 million SDS sheets. Create organization specific SDS binders, so employees can access SDS sheets online at any time.

### System Customization

Easily customize system elements, courseware, and other dynamic elements to fit their organization's needs.

### Contract Management

Home Health organizations deal with hundreds of contracts--everything from insurance payment contracts to equipment leases. Track, manage, and collaborate on contracts with our Contract Management Tool.

### Equipment Lifecycle Management

Managing vital pieces of equipment within a Home Health organization is a crucial component of compliance. Our Equipment Life Cycle Management Tool allows for tracking of users, in-servicing, preventative maintenance, repairs, calibrations and much more.

### OIG/SAM Checks

Schedule automatic exclusion checks for staff, providers, vendors and more. Run checks manually at any time inside your account and set up automatic email reports to be sent with the results of each exclusion check.

### HR and Payroll

Best in class HR Management and Payroll Services through seamless partnership integrations, including ADP Workforce Now® and RUN Powered by ADP®.

### Security Risk Assessment

Assessing data security and risk from both a physical and technical perspective is something every organization should be doing. Our team can help perform the assessments and put you on the right track to making sure your organization's sensitive data is safe.

### Unmatched Customer Support Team

Of qualified compliance consultants, high-quality customer support and dedicated account manager.

# QuickBooks Time for Restoration

- Water/Flooding Damage
- Smoke/Fire Damage
- Mold Remediation
- Construction/Remodeling
- Cleaning/Content

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How does the time get to the office and entered into payroll/accounting?
- 4 Do you have prevailing wage jobs which require you to provide certified payroll reports?

## Restoration Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**<sup>1</sup>
- Hand-written, daily time sheets can be **illegible, get lost, and lead to inaccurate job costs** and employees guessing how long they have been on different jobs after the fact.
- **Manually separating out billable vs. non-billable time hours for each job and client** can be a payroll nightmare and lead to a loss of billable hours
- Logistics can be difficult for restoration companies with mobile employees working in different locations throughout the day
- **Challenge to find a mobile app that works out in the field as well as the office.** Difficult to communicate with field teams during emergencies or deployed to another state to get accurate hours for payroll, especially when out of cell range
- **Manual process can take hours** with scheduling and entering employee hours
- **Overtime can accumulate causing increased payroll costs** without “real time” time tracking and monitoring of team.

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ Workforce productivity/Reduction of labor and payroll
- ✓ Integrates with Restoration Management Software

## Plus:

- Robust mobile time tracking solutions for restoration businesses
- Crews review and submit timesheets over the cloud, cutting down time deciphering paper timecards. Admins only need to approve.
- Easier to calculate job costs by subcontractor and expense per job. Shows what resources are being spent where and ability to indicate whether each task is billable or non billable
- Easily assign crews to a new job appointment in real time, so team members always know where they’re headed next. Easily switch tasks, take a break, pause tracking time if an interruption arises, or add notes to a task. Clock in entire crew at one time. Avoid time theft.
- Better dispatching. Appointments can be added and managed from a mobile device. Client info like phone numbers and addresses can be uploaded to employee’s schedule.
- Crew members can leave notes regarding damage and loss and equipment needed or used.
- GPS technology makes it easy to collect time data even when teams are deployed to emergencies like flood/fires and out of cell service.
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs. Automating collection and entry of time can save 4% on payroll\*

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Kiosk Time Clock with Biometric

### Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Who’s Working Window

Easily view who’s on the clock and how long they’ve been working, where they’re working and what they are working on

### Signature Capture Feature

### Job Site Before & After Photos

### Franchise Support Team

## Restoration Industry Success Stories with QuickBooks Time



“In order to grow at such a fast pace, we needed a software that could not only track our job costing properly, but also free up employee time. QuickBooks Time has allowed both! We’ve cut down our time spent on payroll from almost eight hours to one hour on each of our companies.”

**Allie Isaacson, SERVPRO® of Boise**



“I love this software. QuickBooks Time has changed the way we work as a team for the better. We don’t have any more mysteries as about why it’s taking someone an entire hour to get to a job that should be 15 minutes away. My admins love it because it’s taking them so much less time to run payroll. And we can make better decisions with accurate job costing now.”

**Sharon Green, Franchise Owner, Paul Davis**



“QuickBooks Time has drastically reduced the amount of time it takes us to run payroll by and estimated 4-5 hours per pay period.”

**Shelly Barck, Franchise Owner, Rainbow International Restoration of Des Moines**

\*Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

\*\*Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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# QuickBooks Time for Manufacturing

- Manufacturers (i.e. Automotive, Steel & Metal, Cement, Food, Furniture, Wooden, Paper, Textile, Chemical, Machinery, Power, Computer/ Electronics, Coal, Petroleum, Rubber, Automation, Plastics, Nonmetallic Mineral, Energy, Other/ Miscellaneous)
- Warehouses

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 QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://marketplace.adp.com/quickbookstime-wfn)  
 Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How does the time get to the office and entered into payroll/accounting?
- 4 Do you have prevailing wage jobs which require you to provide certified payroll reports?

## Manufacturing Industry Customer Pain Points

- Time is money. Over 57% of manufacturers use physical time clocks, spreadsheets or paper timesheets to track employee time<sup>1</sup>, which result in **weekly errors that can cost time and money.**
- Collecting/calculating employee hours is **one of most time-consuming, yet essential aspects of job**
- Manufacturing business owners say **employee time theft happens 45% of the time** (buddy punching)<sup>1</sup>
- **Logistics can be difficult** to know who is working and what they're working on
- **Illegible or lost timecards common**
- **Manual process can take hours** with scheduling and entering employee hours and correcting mistakes
- **Overtime can accumulate causing increased payroll costs** without "real time" time tracking and monitoring of team.
- **Difficulty syncing time tracking with accounting and payroll software**

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Make clocking in process quick and easy
- ✓ Virtually eliminate time theft
- ✓ Save 4% on payroll costs<sup>2</sup>
- ✓ Know who has clocked in from who's working window
- ✓ Reduce missed shifts and miscommunication

## Plus:

- Employees working in central locations can clock in and out quickly with an online employee punch clock within 20 seconds
- Robust mobile time tracking solutions for warehouse workers or manufacturers
- Save money with features like tablet-optimized time clocks and automatic overtime calculations
- Track how much labor is spent on each task on the shop floor with our built-in, real-time reports
- Clock in your entire crew in or out at the same time
- Schedule with ease and instantly create, and edit schedules on the fly and push notifications out to your employees, reducing missed shifts and miscommunications
- Avoid time theft from employees – Buddy punching or clocking an absent employee in or out is considered time theft and a few minutes here and there really add up. QuickBooks Time facial recognition allows suspicious clock-ins to be flagged for review
- Automating collection and entry of time can save 4% on payroll.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### PIN In via Tablet or PC

Each employee uses a unique four-digit PIN to clock in and out.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Multi-Device & OS Compatible

Our kiosk biometric time clock works on any tablet, desktop or laptop with an internet connection.

### Job Site Before & After photos

### Signature Capture Feature

## Manufacturing Industry Success Stories with QuickBooks Time



"The ability to switch between divisions for time-keeping purposes brings down the cost of accounting ...no other system can do that as easily."

**Doug Toy-Smith, Solve It! Account Manager**

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.

<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.

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# JazzHR™ for Manufacturing

## Qualifying Questions:

- 1 Are you hiring right now?
- 2 What kind of roles are you hiring?
- 3 How many jobs and how often do you hire?
- 4 How do you currently recruit and onboard employees?
- 5 Where do you currently advertise?
- 6 What are your biggest challenges with your current process?
- 7 Do you have federal contractors/subcontractors?
- 8 How confident are you about your compliance reporting?

## Manufacturing Industry Customer Pain Points

- **Sourcing quality candidates.** Three million manufacturing jobs will be created in the next 10 years, but two million are expected to go unfulfilled.<sup>1</sup> Despite strong wages and steady job growth, without enough skilled employees finding good manufacturing talent remains a challenge.
- **Competitive Job Market.** Without enough skilled employees to fill the gap from an onset of retirees, manufacturing companies are competing for the top tier talent.
- **Limited Recruiting Budgets.**
- **Constrained Resources.** Undelivered emails and stacks of resumes are constant roadblocks. Lack of organization and painfully slow hiring process = loss of time and dollars. Can negatively impact manufacturing companies by **not being able to respond to market needs**.
- **Need better strategies and technology** to quickly hire younger talent.
- Manufacturing companies that work with federal contractors or subcontractors **must be Section 503 compliant** – much harder without automated solution.

<sup>1</sup> (Deloitte, 2019)  
<sup>2</sup> (Slowey, Cowin, Beeton, & Brown, 2019)

## Key Benefits

Manufacturing companies of all sizes that use JazzHR™:

- ✓ Get Candidates - Increase job traffic by 500% by using employer branding to attract candidates
- ✓ Get Organized - Reduce email time by 70% by keeping candidates and recruiting tasks all in one place
- ✓ Get Hiring - Reduce hiring tasks by 50% by coordinating interviews and getting actionable feedback
- ✓ Get Better - Cut time-to-hire by 50% by using data-driven analysis to optimize their hiring process
- ✓ Get Compliant with EEOC, FLSA, DOL and DCAA (if working with federal contractors/subcontractors)

## Plus:

- JazzHR™ powers the whole manufacturing industry recruiting cycle, including: posting jobs, getting candidates, applicant tracking, organizing resumes, coordinating interviews, ensuring everyone evaluates candidates in a consistent manner, generating offers, and measuring the results.
- No waiting or implementation fees. Sign up and start hiring!  
Best value with fair, flexible pricing plans-- all built to scale with your construction hiring needs.
- Seamlessly integrates with ADP Workforce Now® & Run Powered by ADP®.

- Dedicated onboarding time with a setup specialist, customized training and backed by world-class, US-based support.
- Maintain compliance by capturing communications, feedback and evaluations in one place to easily organize and track progression.
- eSignatures, eDocuments & onboarding. Digitize the offer management process and automate new hire onboarding.

## Key Features

### One-Click Posting

To 25+ leading candidate sources for diverse sourcing

### Customizable Career Page

Complete with employer branding

### Candidate Texting

To Leverage real-time conversations to stay top-of-mind and ahead of the competition

### Knockout Questions

To pre-screen manufacturing applicants and eliminate unqualified candidates

### Screening & Assessments

To help conduct better interviews

### Calendars & Collaboration

For scheduling interviews/collecting feedback.

### Configurable Fields & Forms

To pre-populate offers with key information

### Candidate Self-Scheduling

To decrease time to hire and preventing recruiters from losing top candidates

### e-Signatures & e-Documents

To assist with onboarding

### Referral Programs

**Integrates with ADP Workforce Now® & Run Powered by ADP®**

## Manufacturing Industry Success Stories with JazzHR™



"JazzHR™ has not only helped us embrace a different approach to hiring, it's also forced us to think about different ways of connecting hiring to retention and employee satisfaction. We've cut our time to hire in half since we started using JazzHR™ and we couldn't be happier with the result."

**Meighan Pallone, HR Generalist, Oberg Industries**

# QuickBooks Time for Professional Services

- Professional Services
- Consultants

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 Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current timekeeping process?
- 3 How confident are you on a scale of 1-10 that you are actually billing for the number of hours worked?
- 4 Do you use value pricing or charge by the hour?
- 5 Do you have a system to code time per project or billable hours for each client?

## Professional Services Industry Customer Pain Points

- Billing clients can be tricky and time consuming without proper time tracking procedures and system in place – can be hard to get paid for all of the time spent working on project or for clients
- It can be challenging at invoicing time without specific and easily accessible job codes or custom fields
- When putting together estimates or proposals, it's difficult to give accurate time/pricing costs without exact data on similar jobs performed in the past. Many times, it is guesswork
- Managing non-billable hours is a challenge without a method to quantify total costs for projects. Need way to track time spent on administration, business development, etc.
- When on the go or traveling, manual methods of time tracking often lead to missing out on billable hours

\*While it comes down to individual responsibility, QuickBooks Time provides accurate timekeeping of employees (even on the move) and accurate approvals of supervisors—helping your stay DCAA-compliant.\*Please refer to a legal advisor specializing in DOL and DCAA regulations regarding specific requirements of the regulations and how they impact your business. QuickBooks Time is not claiming to ensure you meet all requirements of such regulations. <sup>†</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. <sup>‡</sup>TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

## Key Benefits

QuickBooks Time helps professional service businesses:

- ✓ Increase productivity and make invoicing a breeze
- ✓ Increase profitability by getting paid for every second worked (whether hourly or value pricing)
- ✓ Quantify true costs by tracking non-billable & billable hours
- ✓ Sync time tracking with top-rated accounting systems

## Plus:

- Streamlines value pricing helping you stay on top of billable hours and organize your workday
- Flexible time tracking via mobile app (Android and iOS) or any device with internet connection – cloud-based time tracking allows you to clock in and out against different jobs and clients quickly
- Quickly choose the job you're working on with codes from drop-down menu each time you punch the clock
- Snap and attach photos to timesheets as visual updates to loop customers in on progress and challenges.
- Preset billable rates and timesheet rounding feature to make billing easy
- Always know when overtime is near with alerts and reminders to approve timesheets before running payroll
- Powerful reporting system gives instant overview of hours broken down by client, project and employee. Easy to produce detailed document at client's request
- Integrates with accounting software for payroll and invoicing with full and flat-file integrations with ADP Workforce® & Run Powered by ADP®

- QuickBooks Time customers say they add, on average, nearly 10% more billable time to their invoices just by tracking every second worked.<sup>2</sup> QuickBooks Time customers also say they save an average of three hours a week managing employee time.<sup>3</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Multi-Device & OS Compatible

Our kiosk biometric time clock works on any tablet, desktop or laptop with an internet connection.

### PIN In via Tablet or PC

Each employee uses a unique four-digit PIN to clock in and out.

### Job Before & After photos

### Signature Capture Feature

## Professional Services Industry Success Stories with QuickBooks Time



"Our people did their research, and everything pointed to QuickBooks Time. I liked it right away as it was easy to use and made my job easier. Now, the time that I devote to process payroll is minuscule compared to what I used to do. I love the flexibility of the QuickBooks Time Mobile App where employees can track time while on the go. I'm loyal to vendors I truly believe in, and QuickBooks Time is working great for us."

**Gil Walsh, Founder & Owner Gil Walsh Interiors, an Interior Design Firm**

# QuickBooks Time for Professional Services - Doctors' Offices

- Private Practices
- Group Practice
- Hospital-Based Practices
- Locum Tenens

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QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How do you enter timesheets into payroll/accounting?
- 4 How much time do you spend billing insurers and public programs?
- 5 On a scale of 1-10 how confident are you that you are compliance with all the laws?

## Doctors' Offices Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**
- **Administrative costs have been identified as the main source of waste in healthcare**, according to a 2019 study published by JAMA. These costs add up to hundreds of billions of dollars each year spent on billing insurers and public programs.
- **Logistics can be difficult and scheduling haphazard** for doctors' offices with doctors sometimes working in different locations throughout the day. Managing employee schedules can be tricky without proper systems in place to track hours & reduce missed shifts due to miscommunication
- **Manual process can take hours** with scheduling/entering employee hours
- **Overtime can accumulate causing increased payroll costs** without "real time" time tracking and monitoring of medical employees.

## Key Benefits

Automated time tracking with an app like QuickBooks Time helps:

- ✓ Reduce human error
- ✓ Boost transparency with digital records
- ✓ Ensure accuracy in payroll and billing
- ✓ Improve scheduling for efficient staffing
- ✓ Stay compliant

## Plus:

- Robust mobile time tracking solutions for doctors' offices (Android and iOS) for anywhere access for on-the-go physicians
- Assign employees to shifts and instantly create and publish employee schedules
- Features to manage teams and time off
- Admins and managers can see on-the-clock employees in real time. Reassign work as needed and add transparency to work done.
- Stay compliant by staying on top of your documentation of tracking time and what employees are working on, how many patients seen, etc.
- Evaluate performance with simple time data reports
- Keep everyone in the loop and prevent delays with in-app activity feed. Team members can add notes to update one another.
- Set up virtual fences around job sites to remind employees to clock in or out when they enter or exit

- Paid Time Off tracker provides employees with automated accruals and predictive balances that help workers manage their time off.
- QuickBooks Time customers say they add, on average, nearly 10% more billable time to their invoices just by tracking every second worked.<sup>1</sup> And, they save an average of three hours a week managing employee time.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
 \*\* Spanish Version Available

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Multi-Device & OS Compatible

Our kiosk biometric time clock works on any tablet, desktop or laptop with an internet connection.

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Job Before & After photos

### PIN In via Tablet or PC

### Signature Capture Feature

<sup>1</sup>While it comes down to individual responsibility, QuickBooks Time provides accurate timekeeping of employees (even on the move) and accurate approvals of supervisors—helping your stay DCAA-compliant. <sup>2</sup>Please refer to a legal advisor specializing in DOL and DCAA regulations regarding specific requirements of the regulations and how they impact your business. QuickBooks Time is not claiming to ensure you meet all requirements of such regulations. Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. TSheets (now QuickBooks Time) surveyed 2473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

# QuickBooks Time for Professional Services - Law Offices

- Solo/Small/Large Law Firms
- Litigation Law Firms
- Transactional Law Firms
- Criminal Law Firms
- Attorneys
- Paralegals



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QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://Marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are you currently tracking your time?
- 2 What are your biggest challenges with your current timekeeping process?
- 3 How confident are you on a scale of 1-10 that you are actually billing for the number of hours worked?
- 4 Do you use value pricing or charge by the hour?
- 5 Do you have a system to code time per project or billable hours for each client?

## Law Offices Industry Customer Pain Points

- Billing clients can be tricky and time consuming without proper time tracking procedures and system in place – can be hard to get paid for all of the time spent working on project or for clients
- It can be challenging at invoicing time without specific and easily accessible job codes or custom fields
- When putting together estimates or proposals, it's difficult to give accurate time/pricing costs without exact data on similar jobs performed in the past. Many times, it is guesswork
- Managing non-billable hours is a challenge without a method to quantify total costs for projects. Need way to track time spent on administration, business development, etc.
- When on the go or traveling, manual methods of time tracking often lead to missing out on billable hours

## Key Benefits

QuickBooks Time offers law firms:

- ✓ Simple solutions for tracking billable hours no matter where you're working
- ✓ Manage multiple clients and cases at once--even on the go

## Plus:

- Streamlines value pricing helping you stay on top of billable hours and organize your workday
- Flexible time tracking via mobile app (Android and iOS) or any device with internet connection – cloud-based time tracking allows you to clock in and out against different jobs and clients quickly<sup>1</sup>
- Quickly choose the job you're working on with codes from drop-down menu each time you punch the clock
- Snap and attach photos to timesheets as visual updates to loop customers in on progress and challenges.
- Preset billable rates and timesheet rounding feature to make billing easy
- Always know when overtime is near with alerts and reminders to approve timesheets before running payroll
- Powerful reporting system gives instant overview of hours broken down by client, project and employee. Easy to produce detailed document at client's request
- Integrates with accounting software for payroll and invoicing with full and flat-file integrations with ADP Workforce® & Run Powered by ADP®
- QuickBooks Time customers say they add, on average, nearly 10% more billable time to their invoices just by tracking every second worked.<sup>2</sup> QuickBooks Time customers also say they save an average of three hours a week managing employee time.<sup>3</sup>

## SOLUTION SEGMENT: TIME TRACKING

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### PIN In via Tablet or PC

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Multi-Device & OS Compatible

Our kiosk biometric time clock works on any tablet, desktop or laptop with an internet connection.

### Job Before & After photos

### Signature Capture Feature

## Law Offices Industry Success Stories with QuickBooks Time



"QuickBooks Time helped us realize problems we had that we didn't even know about. It has opened up an entirely new level of understanding about our business and systems. And we're getting faster, more efficient, and can help more people."

**Sam Brotman, Brotman Law**

<sup>1</sup>While it comes down to individual responsibility, QuickBooks Time provides accurate timekeeping of employees (even on the move) and accurate approvals of supervisors—helping your stay DCAA-compliant. <sup>2</sup>Please refer to a legal advisor specializing in DOL and DCAA regulations regarding specific requirements of the regulations and how they impact your business. QuickBooks Time is not claiming to ensure you meet all requirements of such regulations.<sup>3</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. <sup>4</sup>TSheets (now QuickBooks Time) surveyed 2473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

# QuickBooks Time for Retail

## ■ Retailers

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QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://Marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How does the time get entered into payroll/accounting?
- 4 Can you take detailed notes for inventory management in your current system?

## Retail Industry Customer Pain Points

- Time is money. Physical time clocks, spreadsheets or paper timesheets to track retail employee time<sup>1</sup> can result in **weekly errors that can cost time and money.**
- Collecting/calculating retail employee hours is **one of most time-consuming, yet essential aspects of running retail business**
- **Illegible or lost timecards common**
- **Manual process can take hours** with scheduling and entering employee hours and correcting mistakes, eating away at time that could be spent perfecting displays and running your store.
- **Overtime can accumulate causing increased payroll costs** without “real time” time tracking and monitoring of team.
- **Difficulty syncing time tracking with accounting and payroll software**

## Key Benefits

Tracking time with an app like QuickBooks Time helps you:

- ✓ Make clocking in process quick & easy
- ✓ Virtually eliminate time theft
- ✓ Save 4% on payroll costs<sup>2</sup>
- ✓ Schedule with ease
- ✓ Manage inventory

## Plus:

- Employees can clock in and out quickly with features like tablet-optimized time clock
- Save money with features like automatic overtime calculations and alerts
- Online scheduling allows you to create and publish employee schedules and instantly notify employees of important changes. Update schedules from anywhere using mobile app and send out push notifications out to your employees, reducing missed shifts and miscommunications
- Manage inventory with insights that can help you track materials and manage your store. QuickBooks Time app comes with advanced features that allow you to track time and take detailed notes for inventory management.
- Avoid time theft from employees QuickBooks Time facial recognition allows suspicious clock-ins to be flagged for review
- Automating collection and entry of time can save 4% on payroll.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Crew Functionality

For multiple employees working the same shift, managers and crew bosses can clock entire groups in or out at one time

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### PIN In via Tablet or PC

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Multi-Device & OS Compatible

Our kiosk biometric time clock works on any tablet, desktop or laptop with an internet connection.

### Job Before & After photos

### Signature Capture Feature

## Retail Industry Success Stories with QuickBooks Time



"I love the notes feature. Very easy to use and customize to your workflow. Doesn't drain the battery very much and works great."

**Collin R., QuickBooks Time Customer**

<sup>1</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. <sup>2</sup>TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.  
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# QuickBooks Time for Government Contracting / DCAA & DOL

- Defence Contract Audit Agency (DCAA)
- Department of Labor (DOL)

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 Do you have precise records and audit trails?
- 3 Does your reporting method show accurate approvals and the big picture at the touch of one button in case of an audit?
- 4 What are your biggest challenges with your current timekeeping and reporting process?
- 5 Would you be confident and prepared for an inspection or audit?

## Government Contracting Customer Pain Points

- When businesses win government contracts, it's essential for their timekeeping to be compliant with the DCAA or DOL.
- DCAA and DOL-compliant contracts **require daily time tracking, precise reports with audit trails** for all changes, extensive reporting, specific supervisor approvals and more in case of an audit.
- DCAA compliance **requires daily time tracking by every employee and for managers to approve their hours**, whether they are working on the DCAA contract or not.
- DCAA regulations **require that you calculate labor costs on the total number of hours your employees work—even if they are on a salary**. This means you have to keep a close eye on everyone's overtime.
- If an employee or manager edits a time card after it's submitted, the DCAA wants to know **who made the change, when it was made and why**.
- If you do get audited, **they will want a record of all of your time data at a moment's notice**.
- Without "real time" time tracking and monitoring of team, **overtime can accumulate causing increased payroll costs**.

## Key Benefits

Tracking makes compliance with DCAA / DOL easier:

- ✓ Manual time entry for complete DCAA audit trail
- ✓ Daily reminders to keep every time card up to date
- ✓ Overtime Alerts – to reduce labor costs associated with overtime. You can see who's approaching OT in real time.
- ✓ Audit log ready for DCAA inspections
- ✓ Detailed Reports – Get the big picture at the touch of a button

## Plus:

- Protects your business with timekeeping management and reporting capabilities to comply with regulations.
- Helps track daily labor costs on a project-by-project basis, tackling one of the most complex areas of DCAA compliance by creating a detailed audit trail.
- Daily reminder feature sends daily email alerts to every employee to remind them to submit their hours for their manager's approval.
- Overtime alerts can be set up automatically from your QuickBooks Time account to let administrators and employees know when your daily/weekly limits are approaching
- QuickBooks Time manual time card creates an uneditable audit log that provides a locked record to all the additions deletions, approvals, and modifications that have been made.
- Powerful reporting system is easy to use and gives instant overview of hours broken down by client, project, team and employee.

- Intuitive dashboard shows who has submitted their time and which time sheets are waiting for approval.
- If you get audited, you can produce a record of all your time data instantly

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

## Government Contracting Industry Success Stories with QuickBooks Time

"From a time tracking point of view, I think we are in a perfect position for a DCAA auditor to come in and look at what we are doing."

**Ken Malach, President & COO, CRI Advantage**

"Many timekeeping companies offer expensive and complicated packages and software that claim to be DCAA compliant, but that really only complicate the day-to-day tracking, management and reporting it takes to protect against audits in the real world. QuickBooks Time is different. It's easy for supervisors and employees to use and understand, while providing the pinpoint accuracy, record keeping detail and audit trail the government requires. DCAA compliance means perfecting and standardizing the process of timekeeping all the way down the line, with instantaneous and accurate time tracking, management and reporting. QuickBooks Time allows companies of every size to fall in line seamlessly, without impacting their bottom line."

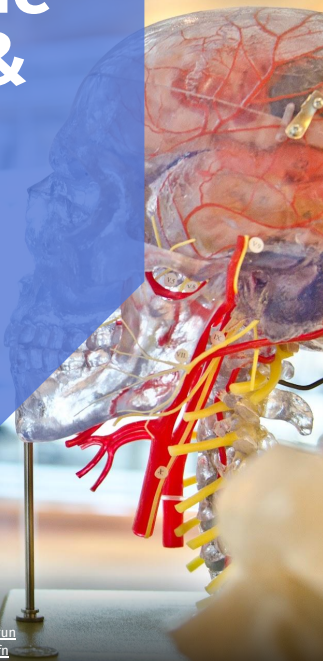
**Mike McNew, President & CEO, McNew & Associates.**

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# QuickBooks Time for Healthcare & Medical

- Hospitals
- Medical Offices
- Doctors/Nurses
- Hospice
- In-Home Care

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## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 What are your biggest challenges with your current process?
- 3 How does the time get to the office and entered into payroll/accounting?
- 4 How much time do you spend billing insurers and public programs?
- 5 On a scale of 1-10 how confident are you that you are compliance with all the laws?

## Healthcare & Medical Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**<sup>1</sup>
- **Administrative costs have been identified as the main source of waste in healthcare**, according to a 2019 study published by JAMA. These costs add up to hundreds of billions of dollars each year spent on billing insurers and public programs.
- **Logistics can be difficult and scheduling haphazard** for healthcare and medical teams working in different locations throughout the day. Managing employee schedules can be tricky without proper systems in place to track hours and reduce missed shifts due to miscommunication
- **Difficult to re-assign work without seeing who is on the clock in real time in one window view**
- **Illegible or lost timecards common**

<sup>1</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding 1nearly 10% more billable time to their invoices. TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.  
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- **Manual process can take hours** with scheduling and entering employee hours
- **Overtime can accumulate causing increased payroll costs** without “real time” time tracking and monitoring of medical employees.

## Key Benefits

Automated time tracking with an app like QuickBooks Time helps:

- ✓ Reduce human error
- ✓ Boosts transparency with digital records
- ✓ Ensure accuracy in payroll and billing
- ✓ Improve scheduling for efficient staffing
- ✓ Stay compliant

## Plus:

- Robust mobile time tracking solutions for healthcare and medical employees (Android and iOS) for anywhere access for on-the-go healthcare workers
- Assign employees to jobs, shifts or projects and instantly create and publish employee schedules to react faster.
- Features to manage teams, projects and time off
- Admins and managers can see on-the-clock employees in real time. Reassign work as needed and add transparency to work done.
- Stay compliant by staying on top of your documentation of tracking time and what employees are working on.

- Evaluate performance with simple time data reports
- Track employee hours against specific projects to improve efficiency or readjust resources, deadlines and budgets as needed.
- Keep everyone in the loop and prevent delays with in-app activity feed. Team members can add notes to update one another.
- Set up virtual fences around job sites to remind employees to clock in or out when they enter or exit
- Paid Time Off tracker provides employees with automated accruals and predictive balances that help workers manage their time off.
- QuickBooks Time customers say they add, on average, nearly 10% more billable time to their invoices just by tracking every second worked.<sup>1</sup> And, they save an average of three hours a week managing employee time.<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
 \*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Job Site Before & After photos

### Signature Capture Feature

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Reports

Allows you to know how well your team is performing with real time data.



# JazzHR™ for Healthcare & Medical

## Qualifying Questions:

- 1 Are you hiring right now?
- 2 What kind of roles are you hiring?
- 3 How many jobs and how often do you hire?
- 4 How do you currently recruit and onboard employees?
- 5 Where do you currently advertise?
- 6 What are your biggest challenges with your current process?
- 7 Do you have to hire employees eligible for tax credits through the WOTC program?
- 8 How confident are you about your compliance reporting?

## Healthcare & Medical Industry Customer Pain Points

- **Sourcing quality candidates.** As cases of COVID-19 continue to rise, essential care services, including primary, emergency, and urgent care providers, must increase staff in order to meet the growing medical demand.
- **Competitive Job Market.** With the pandemic changing business operations so rapidly, healthcare organizations need recruiting tools to expand their teams at such a pivotal time. Without enough skilled professionals to meet the growing demands, health care and medical organizations are competing for talent.
- **Limited Recruiting Budgets.** Essential care services may access JazzHR™ highest tier plan at no cost or commitment at this time.
- **Constrained Resources.** Undelivered emails and stacks of resumes are constant roadblocks. Lack of organization and painfully slow hiring process = loss of time and dollars. Can negatively healthcare and medical companies by not being able to respond to market needs.
- **Need better strategies and technology** to quickly hire talent.
- Healthcare and medical companies that work with federal contractors or subcontractors **must be Section 503 compliant** – much harder without automated solution.
- **Accurate reporting** is required for healthcare and medical workers eligible for tax credits through the WOTC program

<sup>1</sup> (Deloitte, 2019)

<sup>2</sup> (Slowey, Cowin, Beeton, & Brown, 2019)

## Key Benefits

Healthcare & Medical organizations of all sizes that use JazzHR™:

- ✓ **Get Candidates** - Increase job traffic by 500% by using employer branding to attract candidates
- ✓ **Get Organized** - Reduce email time by 70% by keeping candidates and recruiting tasks all in one place
- ✓ **Get Hiring** - Reduce hiring tasks by 50% by coordinating interviews and getting actionable feedback
- ✓ **Get Better** - Cut time-to-hire by 50% by using data-driven analysis to optimize their hiring process
- ✓ **Get Compliant** with EEOC, FLSA, DOL and DCAA (if working with federal contractors/subcontractors)

## Plus:

- JazzHR's powerful recruiting technology helps teams to hire quality candidates faster by automating their manual processes and speeding up their time-to-hire. Once signed up with JazzHR, teams can start making same-day hires.
- JazzHR™ powers the whole healthcare industry recruiting cycle, including: posting jobs, getting candidates, applicant tracking, organizing resumes, coordinating interviews, consistently evaluating candidates, generating offers and measuring the results.

- Seamlessly integrates with ADP Workforce Now® and ADP RUN®.
- Dedicated onboarding time with a setup specialist, customized training and backed by world-class, US-based support.
- Maintain compliance by capturing communications, feedback and evaluations in one place to easily organize and track progression.
- eSignatures, eDocuments & onboarding. Digitize the offer management process and automate new hire onboarding.

## Key Features

### One-Click Posting

To 25+ leading candidate sources for diverse sourcing

### Customizable Career Page

Complete with employer branding

### Candidate Texting

To Leverage real-time conversations to stay top-of-mind and ahead of the competition

### Knockout Questions

To pre-screen manufacturing applicants and eliminate unqualified candidates

### Screening & Assessments

To help conduct better interviews

### Calendars & Collaboration

For scheduling interviews/collecting feedback.

### Configurable Fields & Forms

To pre-populate offers with key information

### Candidate Self-Scheduling

To decrease time to hire and preventing recruiters from losing top candidates

### e-Signatures & e-Documents

To assist with onboarding

### Referral Programs

**Integrates with ADP Workforce Now®  
& Run Powered by ADP®**

## Healthcare & Medical Industry Success Stories with JazzHR™



"We had a 60% reduction in HR's time investment in recruiting using JazzHR™"  
**International Medical Group (IMG)**



"With JazzHR™, I'm about to bring a candidate through the entire hiring process in half the time."  
**Danielle Richmond, HR Director, TrustHCS**

# MedTrainer® for Health & Medical

Administrators•Office Managers•Compliance Officers•Human Resources•IT•Credentialing Departments•CEOs/COOs at: *Medical Offices, Community Health Centers, Urgent Care, Hospitals, & Ambulatory Surgical Centers*

## Qualifying Questions:

- 1 How many employees do you currently have?
- 2 How many providers?
- 3 How do you currently handle your compliance training for OSHA and HIPAA?
- 4 How do you manage provider credentialing? Do you do it internally or outsource it?
- 5 Do you keep your Safety Data Sheets on file and up to date?
- 6 Do you have safety plans in place? How often do you update these?
- 7 How do you manage your policies and procedures?
- 8 Are you aware of USP 800? Is this something you struggle with?

## Health & Medical Industry Customer Pain Points

- Healthcare's education, compliance and credentialing requirements face high levels of regulatory scrutiny.
- Regulations change continuously, so it is challenging for healthcare organizations to stay compliant with federal and state regulatory changes.
- Enrollment and credentialing parameters for the healthcare industry can be difficult to navigate. The challenge of sorting through never ending renewal dates for enrollments, privileging, license renewals and other verifications is tedious and time consuming.
- Many learning management companies offer no content and have little resources when it comes to providing, customizing, or creating eLearning content.
- Healthcare companies are forced to string together multiple systems that often do not focus on the specific needs of healthcare.

## Key Benefits

MedTrainer® solves the healthcare compliance puzzle by:

- ✓ Delivering a user-friendly, healthcare-centric learning, compliance and credentialing platform to the Home Health market
- ✓ Eliminating the need to run multiple platforms in parallel while standardizing processes

## Plus, with MedTrainer®, healthcare organizations can:

- Cut costs and reduce time of manually handling training, compliance and credentialing and enrollment
- Manage all aspects of learning, compliance and credentialing using automated tools in one platform
- Eliminate travel time and in person meetings for compliance updates and reviews with staff
- Integrate data across their HCM/Payroll process with seamless integrations with ADP Workforce Now® and Run Powered by ADP®
- Reduce or eliminate the need for staff self-educating on new regulations
- Access the cloud-based system on any device from any location

## Key Features

### World Class Compliance Training

Managing regulatory training has never been easier. Unlimited access to a full course library, ranging from OSHA, HIPPA, CMS, HR, Infection Control, Joint Commission, AAAHC, Customer Service and more. Staff can train individually or in a group, with customized curriculum based on position or department. Automatic reminders and tracking eliminate the need for spreadsheets and removes uncertainty.

### QuickCred Credentialing & Privileging

Handle credentialing needs with a simple tool that allows clients to input provider information one time, then auto-populates all of their payor forms. It's the easiest and most affordable credentialing tool on the market.

### Incident Reporting

Organizations can now allow employees to file incident reports for incidents that happen within the workplace for proper resolution. Simplified workflow helps to escalate incidents to the right person, department or administrator to ensure awareness and allow for resolution.

### Safety Plans

Our safety plan templates allow organizations to enter their information and populate it into a customized safety plan that they can assign to staff, or upload and distribute.

## Key Features (continued)

### Policy and Procedure Management

With the policy and procedure tool set, clients can upload or create policies within the system with ease. Manage, update, assign and collect digital signatures from staff and store them all in one place inside the document center.

### Credential Management

A simple to follow credential management system for monitoring offline credentials such as employee licenses, health screenings, CPR/First Aid and more.

### SDS Management

Our SDS library grants access to over 1 million SDS sheets. Create organization specific SDS binders, so employees can access SDS sheets online at any time.

### System Customization

Easily customize system elements, courseware, and other dynamic elements to fit their organization's needs.

### Contract Management

Healthcare organizations deal with hundreds of contracts--everything from insurance payment contracts to equipment leases. Track, manage, and collaborate on contracts with our Contract Management Tool.

### Equipment Lifecycle Management

Managing vital pieces of equipment within a healthcare organization is a crucial component of compliance. Our Equipment Life Cycle Management Tool allows for tracking of users, in-servicing, preventative maintenance, repairs, calibrations and much more.

### OIG/SAM Checks

Schedule automatic exclusion checks for staff, providers, vendors and more. Run checks manually at any time inside your account and set up automatic email reports to be sent with the results of each exclusion check.

### HR and Payroll

Best in class HR Management and Payroll Services through seamless partnership integrations, including ADP Workforce Now® and RUN Powered by ADP®.

### Security Risk Assessment

Assessing data security and risk from both a physical and technical perspective is something every organization should be doing. Our team can help perform the assessments and put you on the right track to making sure your organization's sensitive data is safe.

### Unmatched Customer Support Team

Of qualified compliance consultants, high-quality customer support and dedicated account manager.

# QuickBooks Time for Municipalities

- Municipalities
- City/State Governments

QuickBooks Time Tracking for RUN Powered by ADP® - [Marketplace.adp.com/quickbookstime-run](https://marketplace.adp.com/quickbookstime-run)  
QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 Do you have precise records and audit trails?
- 3 Does your reporting method show accurate approvals and the big picture at the touch of one button in case of an audit?
- 4 What are your biggest challenges with your current timekeeping and reporting process?
- 5 Would you be confident and prepared for an inspection or audit?

## Municipalities Industry Customer Pain Points

- It's essential for municipalities and city/state governments to make sure their timekeeping is compliant with the DOL and FLSA.
- Municipalities and City/State Governments require daily time tracking, precise reports with audit trails for all changes, specific supervisor approvals, and more in case of an audit.
- Regulations require that you calculate labor costs on the total number of hours your employees work—even if they are on a salary.
- Municipalities and City/State Governments have tight budgets and need accurate and efficient time keeping so they can avoid overpayment or overtime.
- If an employee or manager edits a timecard after it's submitted, they must document who made the change, when it was made and why.
- If you do get audited, they will want a record of all of your time data at a moment's notice.
- Without "real time" time tracking and monitoring of team, overtime can accumulate causing increased payroll costs.
- Public administration a target for FLSA wage and hour lawsuits

## Key Benefits

QuickBooks Time makes helps municipalities and city/state governments:

- ✓ Keep data safe and secure
- ✓ Protect themselves from audits or lawsuits
- ✓ Manage projects and budgets with timesheets specific for government institutions
- ✓ Overtime Alerts – to reduce labor costs associated with overtime.
- ✓ Detailed Reports – Get the big picture at the touch of a button

## Plus:

- Mobile, desktop or time kiosk tracking
- Control costs of employee labor, and automate time tracking processes
- Ensure compliance with DOL and FLSA with capability to classify employees, monitor overtime, track breaks, etc.
- Daily reminder feature at no extra cost sends daily email alerts to every employee to remind them to submit their hours for their manager's approval.
- Overtime alerts at no extra cost can be set up automatically from your QuickBooks Time account to let administrators and employees know when your daily or weekly limits are approaching
- QuickBooks Time manual timecard creates an uneditable audit log that provides a locked record to all the additions deletions, approvals, and modifications that have been made.
- Drag and drop employee scheduling to manage shifts, departments, multiple job sites and types
- Improve operations and manage budgets and teams

- Powerful reporting system is easy to use and gives instant overview of hours broken down by project, team and employee. Real time data to improve efficiency, allocate funds more appropriately
- Intuitive dashboard shows who has submitted their time and which time sheets are waiting for approval.
- If you get audited, you can produce a record of all your time data instantly

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Job Site Before & After photos

### Signature Capture Feature

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Reports

Allows you to know how well your team is performing with real time data.

Disclaimer: While it comes down to individual responsibility, QuickBooks Time provides accurate timekeeping of employees (even on the move) and accurate approvals of supervisors—helping your stay DCAA-compliant. \*Please refer to a legal advisor specializing in DOL and DCAA regulations regarding specific requirements of the regulations and how they impact your business. QuickBooks Time is not claiming to ensure you meet all requirements of such regulations. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

# QuickBooks Time for Non-Profits

- Public Charities
- Foundations
- Social Advocacy Groups
- Trade Associations
- Civic Leagues or Local Employee Associations
- Social/Recreational Clubs

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you track volunteer hours or labor data at off-site events?
- 3 What are your biggest challenges with your current process?
- 4 How do you compile your data on donors, staffings, campaigns, and funding?
- 5 On a scale of 1-10 how prepared would you be in an auditor walked through the door?

## Non-Profits Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**
- Managing workers and volunteers can be tricky without proper systems in place.
- **Tracking a nonprofit's financial performance can be downright impossible** for organizations that want better insight into labor costs but don't have systems in place.
- **Time is limited resource** – while trying to build relationships with the community, rapport with donors to fundraise, and recruit volunteers.
- **Data is a prized commodity** (whether it is on donors, staffing and funding) and essential to understand the true costs of a project or campaign.
- Without accurate time tracking and payroll records, **a nonprofit can be at risk if an audit occurs**
- **Accurate records are crucial to securing grants and funding.** Once secured, nonprofits must report on how the money was used.
- **Budgets must be kept in check** so there are no financial surprises

\*Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

## Key Benefits

Tracking time with an app like QuickBooks Time helps non-profits:

- ✓ Create more accurate budgets and action plans
- ✓ Keep accurate records crucial to securing grants and funding
- ✓ Develop reports for board members, donors and grantors

## Plus:

- Syncs with top-rated accounting systems to increase productivity and simplify financial management
- Automated time tracking helps nonprofits save time on tasks and learn from time reports
- Understand the true costs of a project or campaign through accurate data
- Time data helps nonprofits stay organized and focused on mission to secure more funding
- Knowing how much time employees and volunteers spend on different projects with real time data helps create more accurate budgets and action plans
- Using job codes, employees can be accountable for the time they spend at each event—no minute goes unchecked.
- Robust mobile time tracking solutions allows employees to choose the job they are working on from drop down menu to clock in
- Can track labor data at offsite events through tablet-optimized time clock
- Detailed reports allow you to view time tracked against events projects and jobs so you will never be in dark where valuable time is spent

- Manager can coordinate employees with automatic schedule updates and even attach addresses to each shift
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Automating collection and entry of time can save 4% on payroll\*

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking grants and funds

### Job Site Before & After photos

### Signature Capture Feature

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Reports

Allows you to know how well your team is performing with real time data.

## Non-Profits Industry Success Stories with QuickBooks Time



"Nonprofits are notoriously understaffed. So, any way we can speed up the process is worth it."

**Kalika Neal, CEO Boys & Girls Club, Topeka KS**

\*Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.  
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# QuickBooks Time for Non-Profits (YMCA)

- YMCA of Memphis & the Mid-South
- Location: Tennessee
- Non-Profit
- Employees 700-900

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you keep track off-site and part-time workforce for services like before/after school programs hours?
- 3 What are your biggest challenges with your current process?
- 4 How do you currently compile your data for reports?
- 5 How do you handle scheduling?

## Non-Profits (YMCA) Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**
- YMCA of Memphis & the Mid-South was **using outdated paper excel spreadsheets for scheduling and paper time tracking.**
- **Workforce expansion required fundamental operational changes.** The YMCA of Memphis and the Mid-South grew 200% in one year, and more than ½ their budget goes to childcare services. Got a local county school district project to take over 32 new programs.
- Part-time, primarily off-site workforce went from 200 to 700 and with different locations, which was quite a challenge.
- Needed a way to schedule employees and track their whereabouts
- Without accurate time tracking and payroll records, a nonprofit association can be at risk if an audit occurs
- Nonprofits like the YMCA must report and document how all budgets are spent.

\*Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses. ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.

## Key Benefits

Tracking time with an app like QuickBooks Time helps associations like the YMCA with:

- ✓ Transparency and paycheck accuracy
- ✓ Seeing who has clocked in and if they are in the appropriate location
- ✓ Scheduling capabilities to manage mostly off-site, part-time workforce

## Plus:

- Automated time tracking helps the YMCA save time on tasks and learn from time reports
- Time data helps nonprofits stay organized and focused on mission to service
- Robust mobile time tracking solutions allows employees to clock in and out
- Geo-fencing automatically clocks employees out when they are not in the appropriate location. With QuickBooks Time, employees can easily message their supervisor to explain the situation if there is a discrepancy (e.g. if a teacher takes kids to a YMCA-approved playground across the street).
- Managers can coordinate employees with automatic schedule updates and track whether or not scheduled employees showed up for their actual shift.
- Seamlessly integrated with YMCA's ADP-Workforce Now.
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Automating collection and entry of time can save 4% on payroll<sup>2</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Job Site Before & After photos

### Signature Capture Feature

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Reports

Allows you to know how well your team is performing with real time data.

## Non-Profits (YMCA) Industry Success Stories with QuickBooks Time



"With QuickBooks Time, my team can really own Child Care Services' time and attendance, without having to overwhelm HR. Having the QuickBooks Time and ADP integration also gives me the peace of mind of knowing I can help. When a team member calls me with questions about their pay, they need to get the right answers quickly."

**Katy Houston, YMCA Operations Director of Business Services - Child Care**

<sup>1</sup>Based on an industry survey of 731 people who manage employee time, conducted by TSheets (now QuickBooks Time) in September 2018.  
<sup>2</sup>Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for payroll and report savings. On average, they report reducing gross payroll costs by 4% by increasing accuracy and reducing overpayments. On average they report adding nearly 10% more billable time to their invoices.  
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# QuickBooks Time for Property Management

- Residential Property Management
- Multifamily Property Management
- Commercial Property Management
- Vacation Rentals Property Management

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QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How are they held accountable?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?

## Property Management Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in **weekly errors that can cost time and money.**
- **Logistics can be difficult** for property management companies with mobile workforce. Hard to keep track of location of each employee.
- **Scheduling can be challenging** when a new appointment pops up to know who is available.
- **Hard to price out contracts** for management companies without accurate time for estimates.
- **Calling in for check ins for time tracking not particularly accurate** – multiple calls per day with whereabouts disruptive to office team
- **Manual processing can take hours** with scheduling/entering employee hours
- **Overtime can accumulate causing increased payroll costs** without “real time” time tracking & monitoring of team.

## Key Benefits

Tracking time with an app like QuickBooks Time gives you:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ Workforce productivity to see what is being accomplished
- ✓ Reduction of labor costs associated with overtime. You can see who is approaching OT in real time.
- ✓ Less ambiguous hours on the clock and accurate time tracking per client and project

## Plus:

- Robust mobile time tracking solutions to boost employee productivity for property management companies by clocking in/out on the mobile device of their choice
- Seamless Workflow for maintenance teams who can clock in/out of each service order, and obtain signatures as well as before-and-after pictures within the same app.
- See who’s working when scheduling. Assign projects or services based on who’s working and their physical location.
- Update timesheets in QuickBooks Time and sync the hours worked directly to ADP Workforce® or ADP Run®.
- Send or schedule messages and notifications to all or select users. Create and share schedules with your team and notify them of new appointments or maintenance requests
- Avoid time theft from employees.
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs. Reduce payroll costs by 6 percent, on average, with more accurate employee timesheets.<sup>3</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Job Site Before & After photos

### Signature Capture Feature

### Kiosk Time Clock with Biometric Facial Recognition

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### Who’s Working Window

Easily view who’s on the clock and how long they’ve been working, where they’re working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Reports

Allows you to know how well your team is performing with real time data.

## Property Management Industry Success Stories with QuickBooks Time



“With 72 HOAs and dozens of vacation properties to operate, half of Wildernest’s 120 employees are often in the field. Before QuickBooks Time, they relied on basic electronic time clocks, paper systems and excel spreadsheets for job codes. With QuickBooks Time, is now easy to track and manage. “We were able to customize the app so our employees only see the clients or projects they are working on. It’s a time saver and has improved our accuracy.”

**Gary Barr, Managing Partner at Wildernest Vacation Rentals**



“We looked at tons of different time tracking options before choosing QuickBooks Time. It integrates with Xero which was huge for us.”

**Steven Cooreman, Cooreman Properties**

<sup>3</sup> Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. <sup>1</sup> TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, “Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?” Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.  
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# QuickBooks Time for Technology

- IT Technicians
- Developers
- Programmers

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QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are employees currently tracking time?
- 2 How do you hold them accountable?
- 3 What are your biggest challenges with your current process?
- 4 How does the time get to the office and entered into payroll/accounting?
- 5 Do your employees work eclectic hours?

## Technology Industry Customer Pain Points

- 74% of admins manually enter data on physical time clocks, spreadsheets or paper timesheets, which result in weekly errors that can cost time and money.
- Logistics can be difficult with IT technicians in the field and software developers with eclectic schedules who often prefer to work at night. Can be hard to keep track of location for each employee.
- Calling in for check ins for time tracking not particularly accurate – multiple calls per day with whereabouts disruptive to office team
- Hard to track drive time accurately, predict accurate job costing, and hold employees accountable
- Most developers and programmers want to be able to manipulate QuickBooks Time themselves to work with other software solutions
- Manual processing can take hours with scheduling and entering employee hours
- Overtime can accumulate causing increased payroll costs without “real time” time tracking and monitoring of team.

## Key Benefits

Tracking time with an app like QuickBooks Time gives Tech companies:

- ✓ Workforce visibility – see a “who’s working window” with location now and breadcrumb trail
- ✓ An intuitive UI, open API access, and seamless integration
- ✓ Reduction of labor costs associated with overtime.
- ✓ Automatic scheduling updates for tech employees on the go

## Plus:

- Robust mobile time tracking solutions for technology companies. Employees can clock in/out on the mobile device of their choice.
- Seamless workflow for IT employees who can quickly track time per service order for clients, use custom job codes and obtain signatures within the same app.
- One-click reporting allows you to see exactly where time is being spent and on what. Gain valuable business insight and increase accuracy of job costing.
- Locate the employee closest to a tech client issue, drop the job into their schedule, and send them a text or push notification that their schedule has been updated.
- Tech employees on the go always know exactly where they are supposed to be and when to be there.
- Open API access allows developers and programmers to manipulate QuickBooks Time to work with any software solution.
- Techie schedules don’t often fall into the standard 9 to 5 range. QuickBooks Time customized notifications alert employees when they reach end of their workday, when they need to change job codes or when they’re approaching overtime.

## SOLUTION SEGMENT: TIME TRACKING

- Update timesheets in QuickBooks Time and sync the hours worked directly ADP Workforce® or Run Powered by ADP®.
- The American Payroll Association study said manual entry of time can result in a 3% error rate, inflating payroll costs
- Reduce payroll costs by 6 percent, on average, with more accurate employee timesheets. \*

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
\*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Job Site Before & After photos

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Intuitive User Interface & Open API Access

## Technology Industry Success Stories with QuickBooks Time



“The QuickBooks Time API was so well documented I felt I could create my own solution rather than wait for someone else....I was able to create a link between Zendesk and QuickBooks Time...MPA immediately saw an increase in billable hours logged.”

Chris Ball, MPS Computers

\* Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. \* TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2018, asking, “Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?” Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.  
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# JazzHR™ for Technology

## Qualifying Questions:

- 1 Are you hiring right now?
- 2 What kind of roles are you hiring?
- 3 How many jobs and how often do you hire?
- 4 How do you currently recruit and onboard employees?
- 5 Where do you currently advertise?
- 6 What are your biggest challenges with your current process?
- 7 Do you have federal contractors/subcontractors?
- 8 How confident are you about your compliance reporting?

## Technology Industry Customer Pain Points

- **Sourcing quality tech candidates.** Tech talent is in demand, and tech companies are struggling to attract quality candidates to move their business forward. Top candidates don't stay on the market long.
- **Competitive Job Market** for programmers and IT consultants
- **Limited Recruiting Budgets** for many IT and Tech companies
- **Inbox recruiting.** Undelivered emails and stacks of resumes are constant roadblocks. Lack of organization and painfully slow hiring process = loss of time and dollars. Can negatively impact technology companies by **not being able to respond to market needs, losing project bids and failing to innovate.**
- **Need better strategies and technology** to quickly attract and hire younger talent with a user-friendly experience.
- Technology companies that work with federal contractors or subcontractors **must be Section 503 compliant** – much harder without automated solution.

<sup>1</sup> (Deloitte, 2019)

<sup>2</sup> (Slowey, Cowin, Beeton, & Brown, 2019)

## Key Benefits

Technology companies of all sizes that use JazzHR™:

- ✓ Get Candidates - Increase job traffic by 500% by using employer branding to attract candidates
- ✓ Get Organized - Reduce email time by 70% by keeping candidates and recruiting tasks all in one place
- ✓ Get Hiring - Reduce hiring tasks by 50% by coordinating interviews and getting actionable feedback
- ✓ Get Better - Cut time-to-hire by 50% by using data-driven analysis to optimize their hiring process
- ✓ Get Compliant with EEOC, FLSA, DOL and DCAA (if working with federal contractors/subcontractors)

## Plus:

- JazzHR™ powers the whole technology industry recruiting cycle, including: posting jobs, getting candidates, applicant tracking, organizing resumes, coordinating interviews, ensuring everyone evaluates candidates in a consistent manner, generating offers, and measuring the results.
- No waiting or implementation fees. Sign up and start hiring!  
Best value with fair, flexible pricing plans-- all built to scale with your construction hiring needs.
- Seamlessly integrates with ADP Workforce Now® & Run Powered by ADP®.

- Dedicated onboarding time with a setup specialist, customized training and backed by world-class, US-based support.
- Maintain compliance by capturing communications, feedback and evaluations in one place to easily organize and track progression.
- eSignatures, eDocuments & onboarding. Digitize the offer management process and automate new hire onboarding.

## Key Features

### One-Click Posting

To 25+ leading candidate sources for diverse sourcing

### Customizable Career Page

Complete with employer branding

### Candidate Texting

To Leverage real-time conversations to stay top-of-mind and ahead of the competition

### Knockout Questions

To pre-screen manufacturing applicants and eliminate unqualified candidates

### Screening & Assessments

To help conduct better interviews

### Calendars & Collaboration

For scheduling interviews/collecting feedback.

### Configurable Fields & Forms

To pre-populate offers with key information

### Candidate Self-Scheduling

To decrease time to hire and preventing recruiters from losing top candidates

### e-Signatures & e-Documents

To assist with onboarding

### Referral Programs

Integrates with ADP Workforce Now® & ADP Run®

## Technology Industry Success Stories with JazzHR™



"JazzHR™ is so user-friendly, my recruiters learn it in minutes and can easily demonstrate the value our team brings to our clients. We love JazzHR and couldn't grow our business without it, period."

**Kim Benedict Co-Founder & CEO, TalentMinded**

# QuickBooks Time for Financial Services

- Banking Services
- Investment Services
- Insurance Services
- Tax & Accounting Services

QuickBooks Time Tracking for RUN Powered by ADP® - [Marketplace.adp.com/quickbookstime-run](https://Marketplace.adp.com/quickbookstime-run)  
QuickBooks Time Tracking for ADP Workforce Now® - [Marketplace.adp.com/quickbookstime-wfn](https://Marketplace.adp.com/quickbookstime-wfn)  
Visit our [partner portal](#) for more information.

## Qualifying Questions:

- 1 How are you currently tracking your time?
- 2 What are your biggest challenges with your current timekeeping process?
- 3 How confident are you on a scale of 1-10 that you are actually billing for the number of hours worked?
- 4 Do you use value pricing or charge by the hour?
- 5 Do you have a system to code time per project or billable hours for each client?

## Financial Services Industry Customer Pain Points

- Billing financial services clients can be tricky and time consuming without proper time tracking procedures and system in place – can be hard to get paid for all of the time spent working on project or for clients.
- It can be challenging at invoicing time without specific and easily accessible job codes or custom fields.
- When putting together estimates or proposals, it's difficult to give accurate time/pricing costs without exact data on similar jobs performed in the past. Many times, it is guesswork.
- Managing non-billable hours is a challenge without a method to quantify total costs for projects. Need way to track time spent on administration, business development, etc.
- When on the go or traveling, manual methods of time tracking often lead to missing out on billable hours

## Key Benefits

QuickBooks Time helps financial services businesses:

- ✓ Increase productivity & make invoicing a breeze
- ✓ Quantify true costs by tracking non-billable & billable hours
- ✓ Sync time tracking with top-rated accounting systems
- ✓ Get detailed reporting & take guesswork out of your practice

## Plus:

- Streamlines value pricing helping you stay on top of billable hours, organize your workday and increase productivity.
- Flexible time tracking via mobile app (Android and iOS) or any device with internet connection – cloud-based time tracking allows you to clock in and out against different jobs and clients quickly.
- Quickly choose the job you're working on with codes from drop-down menu each time you punch the clock.
- Take guesswork out of your financial services business with QuickBooks Time detailed reporting, allowing you to view time tracked against clients and jobs.
- Always know when overtime is near with alerts and reminders to approve timesheets before running payroll.
- Powerful reporting system gives instant overview of hours broken down by client, project and employee. Easy to produce detailed document at client's request.
- Integrates with accounting software for payroll and invoicing with full and flat-file integrations with ADP Workforce® & Run Powered by ADP®

- QuickBooks Time customers say they add, on average, 1 nearly 0% more billable time to their invoices just by tracking every second worked.<sup>2</sup> QuickBooks Time customers also say they save an average of three hours a week managing employee time.<sup>3</sup>

## Key Features

### GPS-Enabled Mobile Time Clock

Employees can use any mobile device to track time from anywhere – complete with GPS tracking  
 \*\* Spanish Version Available

### Full Rules Engine

Apply rounding rules, overtime rules, shift differentials, and PTO

### Allocate Time for Projects

Instead of clocking in and out in real time, employees may allocate time after the fact to submit summary hours worked

### Customizable Labor Levels

For tracking time for specific jobs, phases and codes

### Reports

Allows you to know how well your team is performing with real time data.

### Kiosk Time Clock with Biometric Facial Recognition

Employees can clock in and out from a single location with a tablet-based time clock.

### Who's Working Window

Easily view who's on the clock and how long they've been working, where they're working and what they are working on

### Scheduling

Create or edit schedules and push notifications to employees when you do. Reduce missed shifts and miscommunications. Integrations with Makeshift + QuickBooks Time tracking also available

### Job Site Before & After photos

### Invoice by Project or Client

### Signature Capture Feature

<sup>1</sup> Based on a survey of 924 businesses that use TSheets (now QuickBooks Time) for invoicing and report billing more. On average, they report adding nearly 10% more billable time to their invoices. <sup>2</sup> TSheets (now QuickBooks Time) surveyed 2,473 customers in the U.S. in September 2016, asking "Are you seeing any savings in the time it takes to manage employee time since you started using TSheets?" Respondents had a choice of selecting No, 2 hours, 4 hours, 6 hours, 8 hours, 10 hours, or entering the number of hours themselves into a free text field. The average time saved was then calculated from these responses.  
<sup>3</sup> ADP® and the ADP logo are registered trademarks of ADP, LLC. RUN Powered by ADP® is a registered trademark of ADP, LLC. ADP Workforce Now® is trademarks of ADP, LLC.



**JazzHR™** has helped more than 6,000 customers vet over 18 million candidates and hire more than 600,000 new employees.

ADP Workforce Now® and Run Powered by ADP® seamlessly integrate with **JazzHR™** and QuickBooks Time to bring an all-in-one solution including recruiting, time & attendance, and payroll.

#### Benefits:

- 53% faster time-to-hire by connecting QuickBooks Time with **JazzHR™** and modernizing the entire hiring process
- 38% lower candidate acquisition costs. Optimize and organize who you hire and how you hire with best mix of recruiting tools. Easily track, manage and monitor candidate engagement and automate hiring with **JazzHR™** and QuickBooks Time
- 61% more candidates by diverse sourcing and save time posting to job boards and social media with the click of a button
- Average of 40+ qualified candidates per open role within the first 30 days
- Kickstart the onboarding process by integrating **JazzHR™** and QuickBooks Time to seamlessly sync candidate data between systems

**JazzHR™** is powerful, easy-to-use, affordable recruiting software that helps customers automate and optimize their entire hiring process. Replace time consuming tasks in email and spreadsheets with a centralized applicant tracking system that saves time, reduces recruiting costs and consistently results in better hires.

- Get Candidates
- Interview Candidates
- Manage Candidates
- Learn & Improve

[JazzHR™ Coronavirus Resources](#)

[← Back to Pre-Game Lineup](#)



# medtrainer®



## Compliance Management

Healthcare regulation changes continuously and with an ever-expanding regulatory atmosphere, it is important for organizations to stay compliant with federal and state regulatory changes.

**MedTrainer®**'s experienced healthcare compliance professionals can help your clients navigate through the compliance maze and create a customized compliance management plan for their organization related to training, human resources, employment and more.



## Learning Management

Learn at any time, from anywhere on just about any connected device. The **MedTrainer®** learning library is full of current and relevant content that is not focused on what healthcare professionals ALREADY know but what they NEED to know now. Topics include trauma informed care, the facts about point of care testing, multicultural approaches to mental health and more. **MedTrainer®**'s custom content development team produces over 100 eLearning courses a month for customers. If your clients are looking to customize content to fit their organization or turn older training formats like PowerPoint and word documents into an engaging digital learning experience, **MedTrainer®** can help.



## Provider & Healthcare Credentialing

Enrollment and credentialing parameters for most major health plans can be difficult to navigate. **MedTrainer®** offers a simplified, user-friendly provider and healthcare credentialing and enrollment tracking system called QuickCred. QuickCred allows organizations to have all credentialing information organized and sorted within one portal, giving instant access to crucial information and reporting. With **MedTrainer®**'s QuickCred credentialing suite, your clients have the option to self-manage all credentialing and recredentialing activities, or they can leave them all to us with our fully managed service, handled by our credentialing specialists.



## Accreditation

Keep the focus on the operating room, not on surprise inspections. There are literally 10,000+ tasks that are manually tracked and compiled by ASCs. Policy manuals must be kept updated and distributed to staff. Accreditation surveyors focus on the staff's ability to balance patient care with compliance. **MedTrainer®**'s accreditation toolkit is perpetually up to date with AAAHC, AAASF and Joint Commission Standards and automated so staff is continuously survey ready.

**MedTrainer® Additional Features:**

- Policy and Procedure Management
- Safety Plans
- SDS Management
- System Customization
- HR and Payroll
- Security Risk Assessment
- CPR & First Aid Training
- Contract Management
- Incident Reporting
- Equipment Lifecycle Management
- OIG/SAM Checks
- Custom Courseware



## Coronavirus Complimentary Training & Resources for Healthcare Providers, Organizations & Individuals

The COVID-19 crisis continues to be extremely disruptive and confusing despite the frequent and abundant amount of information communicated by government agencies and the media. These are unprecedented times, full of temporary measures and executive mandates, making regulatory compliance and accreditation standards very difficult to navigate.

At **MedTrainer®**, we continue to do our very best to *keep it simple*. We are working around the clock to distill changes in regulations and best practices, by providing innovative eLearning content and compliance toolkits.

**MedTrainer® Coronavirus Resources** is continually updated with the newest resources and offers, including:

- **COMPLIMENTARY TRAINING COURSES**
- **WEBINARS**
- **HELPFUL DOWNLOADS**
- **HELPFUL LINKS**

**MedTrainer®** is here to help. We have many additional resources available to Healthcare providers including hundreds of additional training courses, compliance and accreditation toolkits, managed provider credentialing and enrollments and more. Feel free to reach out to us to discuss how we can further assist your organization through this crisis.

# POINTS NORTH

Points North is a suite of software designed to help clients save time, decrease workload, and provide customized solutions to mitigate risk and enhance compliance. Founded in 1994, Points North is nationally recognized for serving a variety of industries in the areas of benefit eligibility tracking, ACA compliance, certified payroll compliance and workforce reporting.

Our corporate mission is to solve modern data and compliance challenges through a model of dedicated partnerships designed to ensure our clients' successes. Points North has partnered with QuickBooks Time to provide seamless integration with our Certified Payroll Reporting Solution.



## Certified Payroll Reporting Solution by Points North

Certified Payroll Reporting by Points North is the solution of choice for any contractor or construction company working with prevailing wages. Our full-service compliance solution stores and manages rates, performs custom calculations, imports hours from timekeeping platforms, outputs data for payroll and accounting systems, automates the production of certified reports, and more.

POINTS  
NORTH

888.561.2072 | [sales@points-north.com](mailto:sales@points-north.com) | [Points-north.com](https://points-north.com)

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Thousands of contractors throughout the country rely on our simple, stress-free, online Certified Payroll Reporting to simplify their prevailing wage reporting and generate federal, state and municipal reports within minutes.

Our solution:

- Increases report accuracy
- Positively impacts corporate bottom line
- Eliminates duplicate data entry
- Includes compliance statement & no-work reports
- Saves time & easily accessible
- Offers fringe benefit reporting
- Features dedicated customer support team

Every customer is unique. That's why we customize every one of our plans to fit our clients' exact needs.



## Affordable Care Act (ACA) Compliance Reporting Tool

The complexities associated with employee data aggregation for ACA reporting, benefit eligibility, and benefit enrollment eat up valuable time and resources and are a general source of frustration for many employers — especially those with multiple locations, multiple payroll providers and varying benefit plan rules.

The ACA Compliance Reporting Tool by Points North allows clients to easily consolidate, automate, communicate and manage employee data for benefit and ACA eligibility. Our actionable dashboard helps clients:

- Know where their organization currently stands
- See how ACA reporting impacts their business
- Choose a course of action to minimize liabilities
- Rest easy knowing all regulations and tracking rules are built into our systems, taking the complexity out of ACA reporting



## Employee Relationship Management (ERM)

ActionTrac™ is a comprehensive employee relationship management suite designed to:

- Drive employee satisfaction
- Identify the stars in the organization
- Align employees with your business goals
- Increase employee engagement and productivity
- Increase retention
- Raise the customer's experience

As a result of using ActionTrac™, clients see significant impact on employee productivity, customer retention and growth as well as concrete business results.

## Why ActionTrac™ ERM?

The biggest asset for companies is their employees and being able to sustain an energized work force that is motivated and aligned to the company's mission is what separates high performing companies from the rest.

Employee recognition applications generate one of the highest ROIs for companies and help them perform higher in almost every financial measure over firms that don't have formal recognition processes in place.

ActionTrac™ employee recognition gives companies unprecedented capabilities for recognizing and rewarding their employees—both peer-to-peer and management-to-peer either through the mobile app or cloud. Whether your company serves the hospitality, engineering, consumer, finance, manufacturing or transportation industry, ActionTrac™ offers employee satisfaction, engagement and alignment.

## Key Features/Benefits

### Employee Recognition & Awards

*Complete recognition solution that powers employee engagement, productivity & the company mission.*

### ADDITIONAL APPLICATIONS AVAILABLE:

### Employee Flex Surveys including eNPS

*Capture the voice of the employee through eNPS surveys and multiple question types. Get a fast, convenient way to measure the engagement of your workforce.*

### Texting & Mobile Alerts

*Gives unprecedented flexibility for getting important alerts and updates to the right remote audience. Non text-based which means not phone number dependent and not limited by application restrictions in text-based systems.*

### Employee eCards for Special Occasions

*Take control and formalize leveraging the power of eCards for your employees and partners*

### SearchPro

*Tool for surfacing employee skills, document sharing and collaborating.*

### User-Generated Training

*Enables employees to develop and publish training content.*

## Plus, ActionTrac™ can help your company by:

- Capturing and recording employee performance and contributions on a day-to-day basis
- Empowering employees to thank and appreciate their peers. This drives teamwork and recognizing others for supporting the mission
- Taking the "pulse" of the employee community and understanding levels of employee engagement and satisfaction
- Ability to instantly broadcast important mobile messages to all or a subset of employees
- Deliver a grassroots training culture for more effective and relevant training

## Service in the Field Made Easy

eSquared is a B2B provider of mobile technology for today's workforce. Leveraging expert knowledge and partnerships with all major telecommunication carriers, mobile hardware manufacturers, and leading software developers, we can offer customized solutions and ongoing 24/7 support for small and large service contractors.



### PROCUREMENT

Our purchasing relationships with all major mobile carriers, manufacturers, and software developers simplifies the process of equipping your team with unbiased solutions.



### WAREHOUSING & ASSET TRACKING

We'll store, monitor, and ship your equipment with customized labels from the safety of our warehouse. We can keep track of all your assets, including users and software.



### PROJECT MANAGEMENT

We'll partner with you to create a detailed deployment plan that will support your day-to-day operations, minimizing disruptions to your employees and operations.



### MOBILE DEVICE MANAGEMENT (MDM)

Make your day-to-day easier with MDM software. Keep your devices functioning with the latest security patches and operating system updates. Manage your devices from a single point of control, customize usage settings and provide the ability to lock or wipe a device remotely.



### WARRANTY & RMA MANAGEMENT

Let us take on the hassle of warranties and RMA management. We'll handle the process and even ship replacement devices within 24 hours.



### STAGING & KITTING

We will stage and configure your software, applications and devices so that you and your end-users have a ready product right out of the box.



### CONSULTING SERVICES

Your dedicated account manager will help your team navigate through complex hardware, software, and any questions that arise. Your account manager is just a text, chat, or call away.



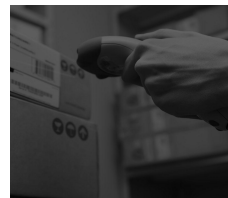
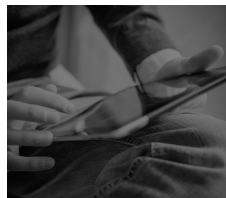
### 24/7 HELP DESK

Let our team be your team. eSquared has an award-winning help desk team that is available 24/7 to solve technical needs. Our online ticketing system streamlines everything. All issues are taken care of efficiently and promptly through text, chat, call, or email.



### TELECOM EXPENSE MANAGEMENT

Save 20% or more on your wireless, voice, and data bills! Our billing analysts can manage your telecom expenses, consolidate your bills, validate accuracy of all billing, and constantly optimize your expenses for best pricing and more!

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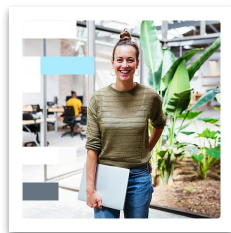


MakeShift is an online employee scheduling app that empowers businesses to build employee schedules in less time with none of the hassles of clunky, error-prone systems of the past, creating happier teams that drive growth.

Using a “people-first approach,” MakeShift’s cloud-based team management tool is designed for building more effective schedules, accurately tracking time and attendance, and more efficiently communicating between management and their staff. Its smart features and intuitive design give managers of any size teams the power to keep their employee schedules in sync and working together.

#### MakeShift offers an all-in-one solution for:

- 📅 Shift Scheduling
- 🕒 Time & Attendance
- 🗣️ Team Communication
- 💰 Payroll HR Integration
- 👤 Premium Onboarding



#### MakeShift offers managers a faster way to keep track of who is working and when. Managers can:

- 📅 Create schedule requirements
- 🕒 Prevent overtime with fatigue management rules
- 🗣️ Manage time off requests and shift exchanges
- 👤 Track time and attendance



← [Back to Pre-Game Lineup](#)

MakeShift offers both a mobile and web app that lets employees check their schedule at any time and set their availability or swap shifts. MakeShift offers employees the ability to:

- Clock in/out easily for shifts and breaks
- Exchange and drop shifts with coworkers
- Set availability or create time off requests

With its smart features and PeopleFirst™ approach to design, MakeShift’s cloud-based team management tool lets you build better schedules, accurately track time and attendance, and improve communication between management and staff. In short, it makes scheduling PainFree™.

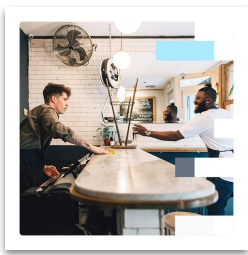
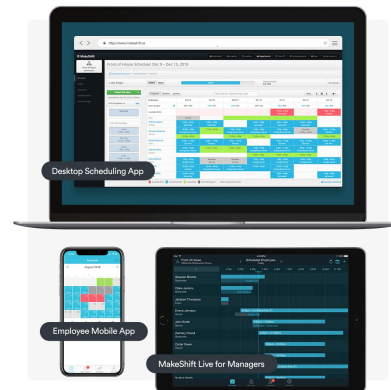
#### Benefits of MakeShift:

- Seamlessly syncs directly with payroll and HR software
- Streamlines your scheduling process to improve how you do business
- Enables better business insight
- Lowers turnover
- Provides perfectly accurate timesheets and employee records with zero effort
- Improves management efficiency
- Reduces overtime
- Lessens absenteeism

#### MakeShift serves multiple industries, including:

- Hospitality
- Golf
- Recreation
- Retail
- Healthcare
- Restaurants
- Construction
- Security

If you’re ready to make the shift to PainFree™ scheduling, start a free trial or book a demo [here](#).





## Dapt offers ridiculously simple:

- Job Costing
- Dashboards
- Partner integrations
- Profitability Analysis
- Certified Payroll

### True Job Costing

Compare Job vs. Job, Profit vs. Revenue, Labor Class, Project, Materials and More. Do your clients want to dig deep into profitability analysis? With Dapt you can do all of this, in real-time, using modern visualization technology such as customizable dashboards.

### Your Business is Unique

Maybe your clients pay their employees by installs, not hourly. Maybe they have complex overtime rules or shift differential. Maybe they have complicated taxes due to non-resident employees. Current solutions try to fit their business into their model rather than adapting to serve your clients better. With Dapt we handle it all.

### Data Driven

Dapt makes sure the data flowing between your client's time tracking, payroll and accounting solutions remain consistent. No more manual time calculations or spreadsheets. Dapt makes sure your client data gets where it needs to get to in the format it needs to be in.

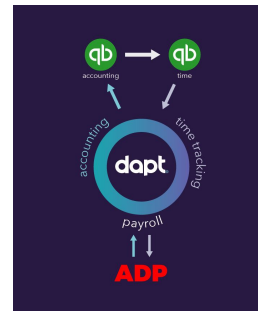
### Trusted Partners:

- ADP
- ADP Workforce Now®
- ADP TotalSource®
- Run Powered by ADP®
- ADP NextGen®



- QuickBooks Time
- QuickBooks Online
- QuickBooks Desktop

Dapt unifies accounting, time tracking and payroll to provide real-time labor cost control and profitability insight.



### Dapt Saves Time and Energy

- Run payroll reports with a few clicks each week
- Upload payroll data into QuickBooks. Generate a QuickBooks IIF file that will automatically update the GL
- Historical records on demand. Easily access any past payroll or accounting files, all saved in the Dapt Cloud

### Dapt Offers Modern Visualization Technology

Dapt enables real-time monitoring and response to changing data, providing companies better visibility into their operations and helping to maximize profitability.



Ready for a data-driven competitive advantage? Book a demo [here](#).

[← Back to Pre-Game Lineup](#)

# QuickBooks Time Differentiators

[← Back to Pre-Game Lineup](#)

*See why QuickBooks Time is the #1 rated time tracking app and ADP's 2019 Partner of the Year!*

Thousands of businesses use QuickBooks Time to track and manage employee time for payroll, invoicing, and scheduling. Millions of employees use QuickBooks Time for accurate timesheets and project tracking each day. QuickBooks Time is the best automated time tracking software for construction companies, landscaping businesses, small businesses, large businesses, and more.

**Save 4% on payroll and increase billable hours by nearly 10%\***

Different timesheets and time tracking methods go wherever workers go. Save big, streamline processes, and supercharge your business with QuickBooks Time.

## Time Tracking Your Way

Whether your workforce is mobile, static or a mix of both, we have the time tracking solution to meet your needs. Employees can clock in from a standard timeclock at the facility, yard, office or warehouse and clock out on their mobile devices, with or without network coverage.

For more details on each feature, click each box below while in presentation mode.

[Mobile App with GPS  
& 12 Labor Levels](#)

[Bread Crumb Trail  
& Geofencing](#)

[In App Mileage Tracking](#)

[Cascading Fields](#)

[Allocating Time by Job](#)

[Overtime & Missed Punch  
Alerts](#)

[Signature Capture](#)

[Jobsite Photos](#)

[24-Hour Shifts](#)

[Offline Punches](#)

[Kiosk & Crew Clock](#)

[Who's Working Window](#)

[Custom Reporting for Job  
Costing & Payroll Processing](#)

## #1 Rated Time Tracking App &amp; ADP's 2019 Partner of the Year!



## Featured Win!

ADP Marketplace Win

**HELP HOME CARE  
LBN MARK LLC**


## Inside Sales



**Ben Little**  
Inside Sales  
New York Territory

**Lisa Patel**  
Channel Sales Manager  
Dallas, TX



## Featured New Logo Win:

Vertical: **Home Healthcare**  
Headquarters: **Corona, NY**  
Number of Employees: **68**

Partner: **QuickBooks Time**  
Deal Value: **\$10K +**



## Situation

By state law, home healthcare agencies are required to verify time, location and services performed which is a challenge for mobile workforce who travel from site to site and perform different tasks for different clients on any given day. Hope Healthcare needed a solution that would bring them into compliance



## Solution

QuickBooks Time had the perfect solution to meet their compliance needs. Lisa did a demo, followed up persistently, and was able to close the deal. As a result, all their concerns were alleviated, and they now can comply with new regulations.

*"The client was very happy that QuickBooks Time was able to integrate with Run Powered by ADP® and bring them into compliance. Lisa was able to address all their issues and provide the perfect solution."*

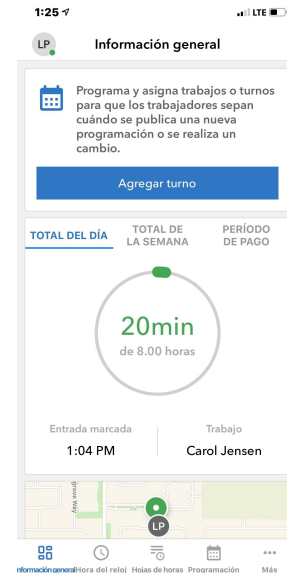
Ben Little, Inside Sales

[← Back to Pre-Game Lineup](#)

## QuickBooks Time Feature Spotlight

## Spanish Language

We know that workforces are diverse. If the employee sets their Android smartphone's default language to "Spanish", the QuickBooks Time app will automatically translate. Coming soon to iOS



Visit our [Partner Portal](#) for gaining access tools such as Industry Datasheets, Feature Flyers, integration videos, win stories & more.

# A Special Invitation for Our ADP Partners

Sign up now for your free QuickBooks Time account for your personal and/or business use!

## Why get a QuickBooks Time account?

### Key Benefits (for Personal Use):

- ✓ Keep track of your family, teenagers and parents
- ✓ Family members/essential workers can initiate check-ins and safety status (especially helpful in stressful times)
- ✓ View whereabouts of everyone in one window via GPS tracking
- ✓ Share account with your family

### Key Benefits (for Business Use):

- ✓ Show your prospects the “best in breed” time tracking integrated with ADP when going to appointments
- ✓ Set up your personal accounts custom fields for their industry and show off the most powerful work tool

There are many how to videos accessible from your account, or [Join a Training Session](#) held every other Thursday at 1PM PST / 4PM EST.

[Free QuickBooks Time Account for ADP Pros](#)

(Use this link to create your personal, private account)

## Need some personal attention to go along with your personal account?

Schedule time with your dedicated **QuickBooks Time + ADP Champ:**

*Ty Prince*



QuickBooks Time hopes that you are staying healthy and safe dealing with COVID-19 and our “new normal.” We have a small care package to send your way -- it’s a “WE CARE” Kit to let you know we are thinking about you during the crisis.

Please fill out the order form below to receive your care package. *Quantities are limited to the first 500 registered.*

[Hand Sanitizer & Fandana from QuickBooks Time](#)

[← Back to Pre-Game Lineup](#)

## QuickBooks Time Marketing Library with Shareable Videos & Collateral



Add this one to your signature

[1-Minute QuickBooks Time + ADP Commercial](#)

### QuickBook Time Feature Videos

[Time Tracking on Mobile Devices](#)

[Mobile Time Clock](#)

[12 Labor Levels & Cascading Fields](#)

[GPS Tracking](#)

[Breadcrumb Trails](#)

[Photo Attachments](#)

[Job Scheduling & Shift Employees Scheduling](#)

[Using Who's Working Window](#)

[Kiosk Time Clock with Biometric Facial Recognition](#)

[Full Features Video Library](#)

### QuickBooks Time Demo Videos

[5 Minute Demo](#) – QuickBooks Time- Schedule, Track, Manage, Report

[QuickBooks Time 22 Minute Webinar Demo](#)

[Scheduling Demo](#)

### Integration Videos

**RUN powered by ADP Integration videos:**

1. [How to Integrate QuickBooks Time and RUN Powered by ADP®](#)
2. [How to Import from and Export to RUN Powered by ADP®](#)
3. [How to Export Time from QuickBooks Time to RUN powered by ADP](#)

[ADP Workforce Now® Integration](#)

[QuickBooks Time & Points North integration for Certified Payroll Reporting](#)

[Makeshift Integration](#)

### QuickBooks Time PDFs

Visit the [Partner Portal](#) and folder Industry Specific Flyers for these client facing industry specific pdfs:

#### Industry Datasheets

Home Health  
 Construction  
 Field Service  
 Manufacturing  
 Retail

#### Feature Datasheets

Home Health  
 Construction  
 Field Service  
 Manufacturing  
 Professional Services

## Partners Marketing Library with Shareable Videos & Collateral

### JazzHR

#### Helping You Sell More

[JazzHR-ADP Sales Rack Card](#)

[JazzHR-ADP Sales Slide Deck Overview](#)

#### JazzHR + ADP Marketplace Case Studies

[ADP - JazzHR Case Study: Total Tool Supply](#)

[ADP- JazzHR Case Study: Aristotle Capital Management](#)

#### Key Videos

[Get to Know JazzHR](#)

5 Minute Overview – Including COVID updated language  
*\*Need Souza to finish*

[15 Minute Demonstration](#)

#### ADP Dedicated Resource Center – Updated Collateral and Features

<https://info.jazzhr.com/ADPInfo.html>

### Points North

[Certified Payroll Reporting Brochure](#)

[QuickBooks Time Points North Integration](#)

[JTC Case Study](#)

### Global Upside

#### What Our Clients Say

[Aclara/Hubbell](#)

[Rhapsody/Napster](#)

#### Case Studies

[When Partners Fuel Growth](#)

[The Global Acquisition](#)

[Going Global Overnight](#)

### QuickBooks

[Accounting for Small Business](#)

[Live Bookkeeping Video](#)

[Payroll Customer Video Testimonial](#)

### E2 Communication Consulting

[Mobile Technology & Support Service in the Field](#)

# Preparing for Game Day: Playbook Training

[← Back to Pre-Game Lineup](#)

## Steps to Download the **Mark it** app for Game Day!

In preparation for our LevelUP Training, we'd like to ask our DMs to do a bit of pre-work to enhance the value of the training experience. Let's all have some fun and get our GAME ON! Prizes will be awarded!

- Step 1:** Familiarize yourself with the ADP Marketplace Partners Industry PlayBook. Feel free to begin using it to prep for calls and have it open during the sales call to help guide conversations.
- Step 2:** Be on the lookout for an email with a login and code for the Mark it gamification app
- Step 3:** Go to the App (iOS) store or Google Play (Android) store and search for the free game app "Mark it"



- Step 4:** Download the app to your phone
- Step 5:** On Game Day, you'll enter your login/code and begin playing during the training.



# WIN MORE WITH QUICKBOOKS TIME

Set yourself and your clients up for success!

## ADP non-Client Affiliate Trial Start Links

[QuickBooks Time Free Trial for ADP SBS](#)  
[QuickBooks Time for ADP MAS](#)  
[QuickBooks Time for ADP TS / HRO / BPO / CS / AVS](#)  
[QuickBooks Time for ADP GES / NAS](#)

## ADP CLIENT Trial Start Links

[RUN powered by ADP Clients](#)  
[ADP Workforce Now Clients](#)

Got Questions? Email [quickbookstime@intuit.com](mailto:quickbookstime@intuit.com)

[← Back to Pre-Game Lineup](#)

### Follow these simple steps:

1. Use these **demo links** to qualify your clients for QuickBooks Time: [1 Min](#), [5 Min](#), [15 Min](#)
2. **Schedule time** with your QuickBooks Time Sales Partner **BEFORE** confirming the time with the client to ensure your sales partner is available:
  - Small Business Services - [Ty Prince's Calendar](#)
  - Major Accounts /Totalsource /GES/ AVS - [Lisa Patel's Calendar](#)
3. **Submit the Lead** via Salesforce.
4. **The client's Trial Start MUST be initiated from an ADP affiliate link** (ADP prospects) or the ADP Marketplace (ADP Clients).

Please share the appropriate link on the left with your client & ask them to start a FREE QuickBooks Time trial. QuickBooks Time only collects First, Last, Email, Company Name and # of EEs (no Credit Card is requested). For ADP clients, all employees sync upon trial start.

"Get to Know Lisa & Ty" by watching this short [video](#)!



A MESSAGE  
FROM

LISA & TY



## QuickBooks Accounting

### Run Your Whole Business

From inventory and invoices, to projects and people, QuickBooks allows clients to easily manage income, expenses and more.

### QuickBooks Benefits:

- **Keeps everything organized in one place**, so you are tax ready all the time. Easy-to-read reports and dashboards help you make smarter business decisions. You can get started with QuickBooks in less than 30 min.<sup>2</sup>
- **Allows you to keep more of what you earn.** Connect your bank account and credit cards to automatically import and sort expenses into tax categories for more potential deductions. Sync with popular apps and snap photos of receipts. Customers save an average of over \$2100 per year tracking their finances with QuickBooks.<sup>3</sup>
- **Helps you get paid on time.** Powerful invoicing with custom reminders, easy tracking, and faster payments puts less time between you and your money. All this helps our customers save an average of over 30 hours per month.<sup>4</sup>
- **Integrates with numerous apps.** Use the apps you know and love to keep your business running smoothly.

<sup>2</sup> Get started with QuickBooks in less than 30 minutes: Based on survey of new and existing small businesses using QuickBooks Online in the U.S. conducted April 2020 who signed up between 2015 - 2020.

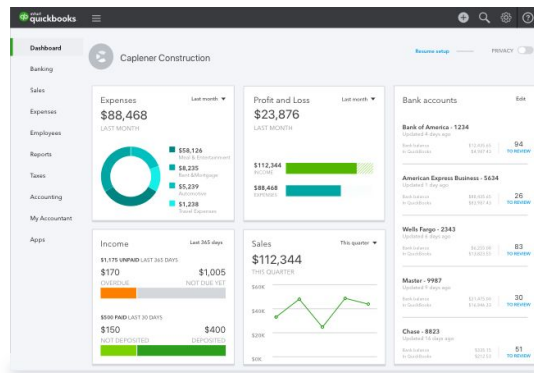
<sup>3</sup> Customers save an average of over \$2100 per year tracking their finances with QuickBooks: Based on a survey of small businesses using QuickBooks Online in the U.S. conducted April 2020 who stated average savings compared with their prior solution.

<sup>4</sup> Save an average of 30 hours per month with QuickBooks: Based on survey of small businesses using QuickBooks Online in the U.S. conducted April 2020 who stated average savings compared with their prior solution.

## QuickBooks Offers:

### Live Bookkeeping

Run your business with confidence and leave your bookkeeping to the pros. Work with a Live Bookkeeper who can manage and maintain your books with **guaranteed** accuracy. Your bookkeeper will bring your books up to date, set up QuickBooks for you, categorize transactions, reconcile accounts, close the books each month, and run detailed reports.



### Manage Expenses for Freelancers

Organization and tax time made easy with turbotax products. Users can 1) Track mileage driven for work efficiently, reliably and automatically with their smartphone to increase tax deductions; 2) Easily sort and track expenses from their smartphones and import them directly from their bank or other business accounts, as well as separate from personal spending; and 3) Snap and store receipts or forward directly from email. They'll be matched and categorized automatically and ready for tax time.

### Accounting for Businesses

Four products to help manage income, expenses and more. Simple Start helps you start a business off on the right foot with basic bookkeeping tools. Essentials helps you manage your growing business with automated billing features. Plus gets you organized to manage projects, inventory and contractors. Advanced helps you move forward with deeper insights and dedicated support.

### Payroll

3 accounting and payroll plans. Payroll Core with QuickBooks Simple Start offers the simplest solutions for reliable, automated payroll. Payroll Premium with QuickBooks Plus helps to keep growing with automated payroll, time tracking and HR support while you manage projects, inventory and contractors. Payroll Elite with QuickBooks Advanced helps you protect your business with automated payroll that comes with tax penalty protection and accounting that offers deeper insights and dedicated support.

### Payments

2 ways to get paid with flexible payment processing. QuickBooks Simple Start with Payments includes basic smart invoicing, accept payments (ACH/Credit cards), send custom invoices, manage cash flow, automatic matching, run basic reports, and basic bookkeeping. QuickBooks Plus with Payments gives you the additional capability to send progress invoices, send recurring invoices, track time, track project profitability and track inventory.

### QuickBooks Commerce

List and manage your products across multiple channels to increase brand awareness and grow your customer base. Seamless integration across all major e-commerce platforms ensures that product listings, orders and data stay up to date.

# QuickBooks Time Differentiators

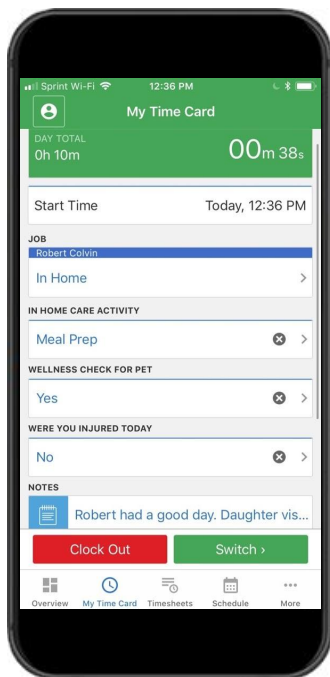
See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

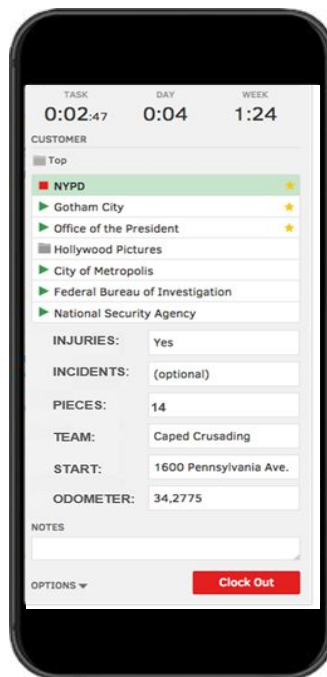
## Robust Mobile App with 12 Customizable Labor Levels

Click to watch video  
[QuickBooks Time Mobile](#)

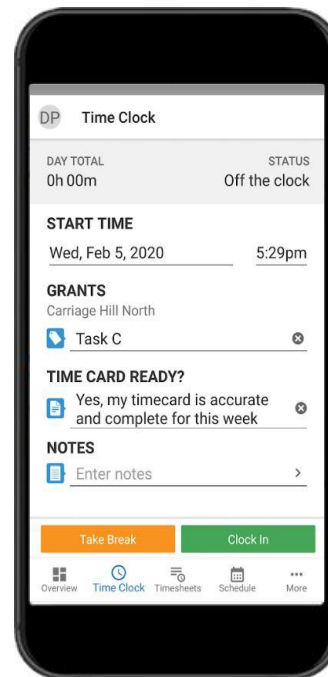
QuickBooks Time allows for 12 customizable fields for admins/ employees to track against. These fields can be required and assigned to specific employees. Custom Fields can be formatted in Numeric only, Decimals, Free Form, Pick List.



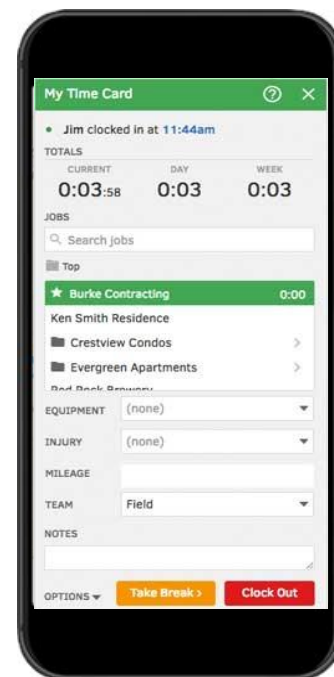
Home Health



Security



Nonprofit



Construction/Contracting

# QuickBooks Time Differentiators

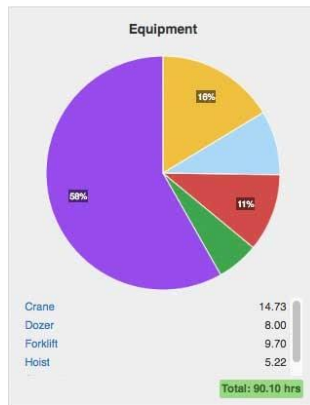
See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## Cascading Fields with Reports

Cascading Fields allow an “if this, then that” approach to data collection minimizing errors and creating ease of use for employees.

Click to watch [video!](#)



Easy graphs and report for all your data collected.

My Time Card

Jim clocked in at 11:44am

TOTALS

CURRENT	DAY	WEEK
0:03:58	0:03	0:03

JOBS

Search jobs

Top

★ Burke Contracting 0:00

Ken Smith Residence

Crestview Condos

Evergreen Apartments

Bad Back Brewery

EQUIPMENT (none)

INJURY (none)

MILEAGE

TEAM Field

NOTES

OPTIONS Take Break Clock Out

Select Burke Contracting,  
then select the Lot Number

- ☆ 124
- ☆ 125
- ☆ 126
- ☆ 223
- ☆ 224
- ☆ 228

Select Ken Smith Residence,  
then select the Phase

- D
- ☆ Demo
- F
- ☆ Finishes
- I
- ☆ Install
- M
- ☆ Measure

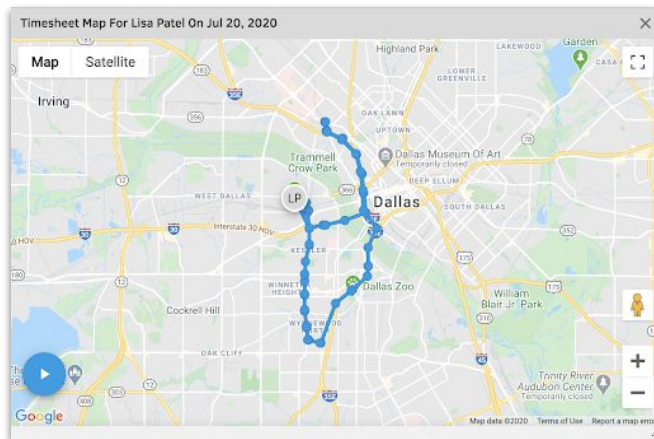
# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## Bread Crumb Trail

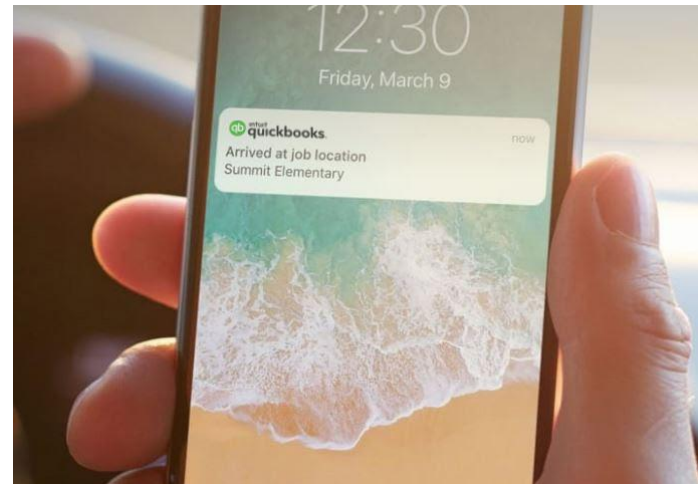
QuickBooks Time can track the employees location in real time throughout their work day, showing as a breadcrumb trail.



Click to watch [video](#)!

## Geofencing (available with QuickBooks Time Elite for Project Tracking)

Prompt employees to clock in when they enter a project zone.



Click to watch [video](#)!

# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rated time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## In- App Mileage Tracking

Based off of GPS Location we can track how many miles were traveled.

Timesheet Editor

TEAM MEMBER

lisa\_patel (Patel, Lisa)

TYPE

TIME IN/OUT

STATUS

☐ Currently working

TIME IN

07/20/2020

9:14

am

TOTAL HOURS

4:33

TIME OUT

07/20/2020

1:47

pm

CLIENT

Fairhaven

GRANT

GRT-1837

TIME CARD READY?

Yes, my timecard is accurate and complete for this ...

MILES

16.12

☒ Auto calculate

NOTES

Currently Mountain Time (US & Canada) (-0600 UTC)

**Beta Testing**  
Accepting ADP clients

# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## Allocating Time After the Fact

The ability for employees to allocate their time / hours to the jobs they are working on after the fact vs. in real time punches.

Sprint Wi-Fi

5:33 PM

3%

×

Add Timesheet

Type

Time In/Out

Duration

Start Time

Today, 5:33 AM

Mon Sep 21	3	31
Tue Sep 22	4	32
Today	5	33 AM
Thu Sep 24	6	34 PM
Fri Sep 25	7	35

End Time

Today, 5:33 PM

Total

12h 00m

JOB

Bellano Creek

×

>

COST CODE

913.0000

>

EQUIPMENT

Required: Select Equipment

>

SAVE TIMESHEET

Sprint Wi-Fi

5:33 PM

3%

×

Add Timesheet

Type

Time In/Out

Duration

Date

Today

Total

2h 20m

00	18
01	19
02 hours	20 min
03	21
04	22

JOB

Bellano Creek

×

>

COST CODE

913.0000

>

EQUIPMENT

Required: Select Equipment

>

SAVE TIMESHEET

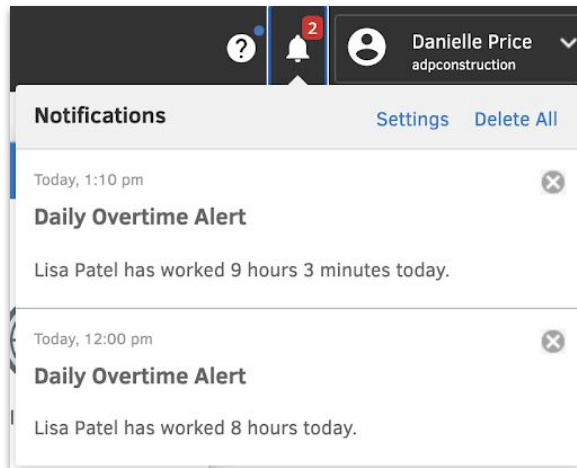
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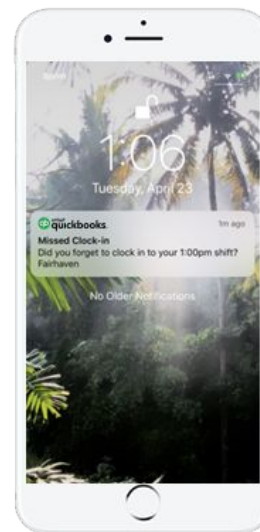
[← Back to Differentiators](#)

## Overtime & Missed Punch Alerts

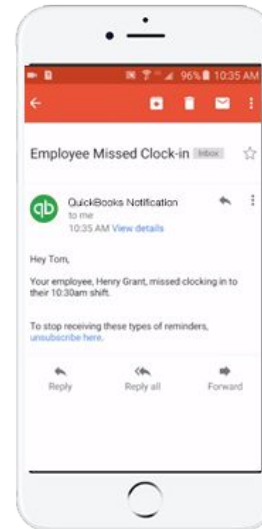
Alerts Admins/Managers to when an employee is approaching daily, weekly overtime or missed a punch.



Overtime Alerts



Missed Punch Alerts



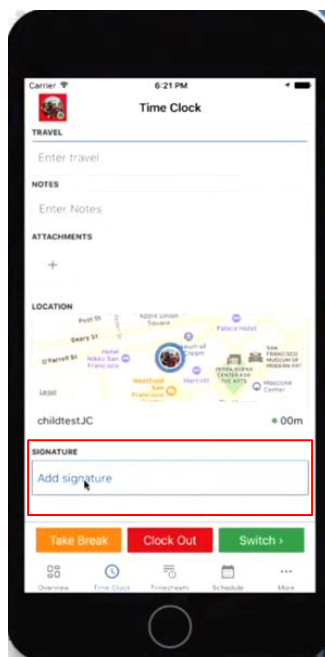
# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## Signature Capture

Capturing Signatures via Mobile



Regular	PTO	OT	DT	Total Hours
4:36	0:00	0:00	0:00	4:36
				Signature
				4:36
				Test Sub Job
				STM. Qsh
				Name
				Steve0
				Test Sub Job

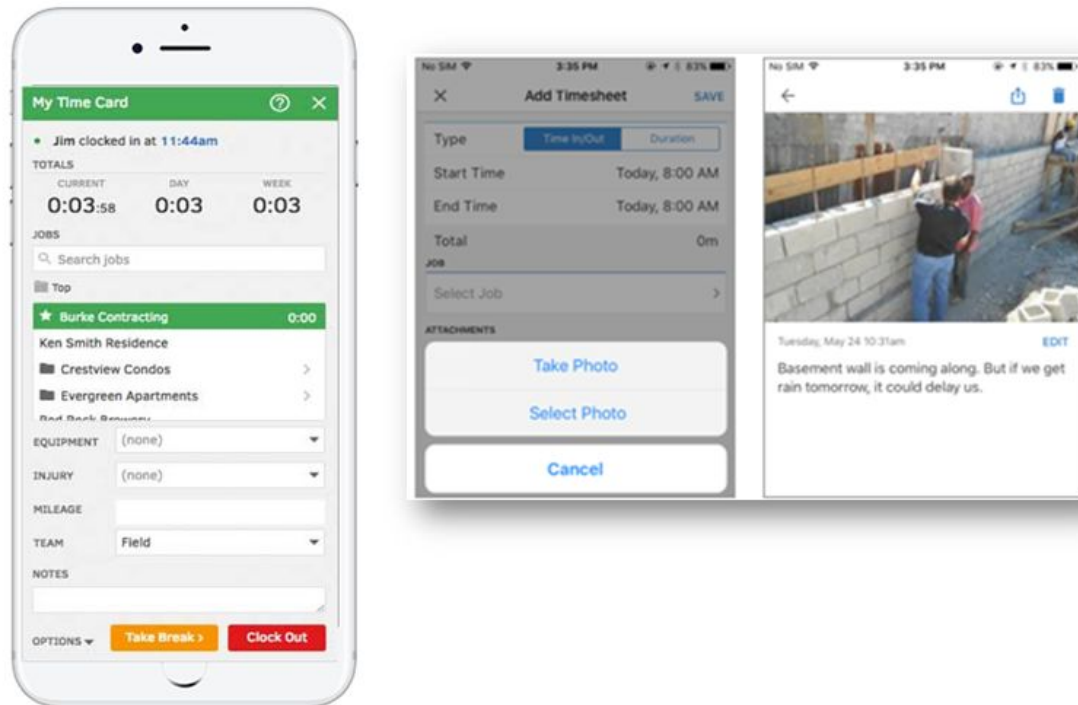
# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rated time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## Jobsite Photos

Take Pictures Live or from camera roll to attach to timesheets.



# QuickBooks Time Differentiators

*See why QuickBooks Time is the #1 rated time tracking app and ADP's 2019 Partner of the Year!*

[← Back to Differentiators](#)

## 24-Hour Shifts

QuickBooks Time does NOT clock employees out after 24 hours like other time tracking systems. Employees or Supervisors manage time by either clocking themselves and/or their crews in and outs or allocating time by entering summary hours at the end of the day. An employee will only be clocked out of QuickBooks Time after 7 full days on the clock. This means the QuickBooks Time's timer can run up to 168 hours.



# QuickBooks Time Differentiators

*See why QuickBooks Time is the #1 rated time tracking app and ADP's 2019 Partner of the Year!*

[← Back to Differentiators](#)

## Offline Punches

Employees can track time via mobile even with no cellular or WIFI connectivity



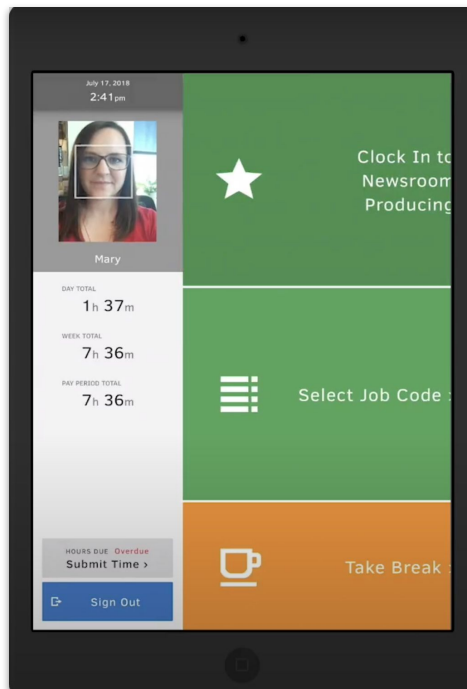
# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

[← Back to Differentiators](#)

## Kiosk Time Tracking

Time Tracking via tablet, iPad with Biometric Facial Recognition. The tablet can location track now as well!



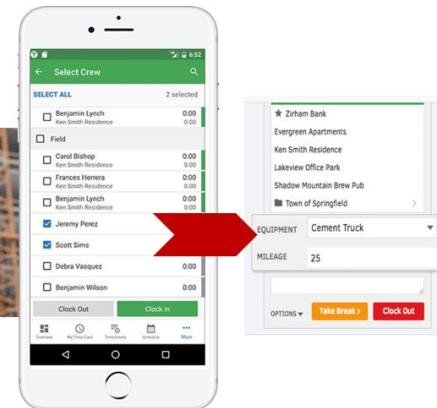
Click to watch [video!](#)

## Crew / Supervisor Clock

A Supervisor can clock in crews to jobs, phases, codes and more all from a single device.



Click to watch [video!](#)



# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!

← Back to Differentiators

## Who's Working Window

See who's on the clock, where they're working, and what they are working on--all at a glance. See more [here](#).

## Mobile View

Sprint Wi-Fi2:22 PM1%

Who's Working

Search employees

LP

Lisa PatelBellano Creek

8h 21m3h 45m

SM

Seth Miller

3h 00m

DS

Dustin Sweet

3h 00m

JB

Jerry Brown

-

JW

John Wilcox

-

RG

Robert Glass

-

HP

Harsh Patel

-

GM

Gary Meyers

-

HC

Heather Catanzarite,

-

Overview

Time Clock

Timesheets

Schedule

More

## Desktop View

quickbooksTime Clock

Benelli clocked in at 5:58am

0:000:000:00

Business Development8:00

Routing

Other (hours requested)

Special Projects

Training

Volunteer

ACCT001

0:00:00

0:00:00

0:00:00

Take Break

Clock Out

GPS Location Map

Breadcrumb Trail

Who's Working

on the clock

all employees

OT Alert!

Approaching OT Alert!

Frances Havel8:58

Shop Time8:58

Emily Chavez8:14

Lunch Break8:14

Debra Vasquez7:52

Lunch Break7:52

Jason Ellis7:47

Thomas Carson7:35

Tammy Jones7:25

Lunch Break7:25

Raymond Nelson7:43

Tom Mason7:43

# QuickBooks Time Differentiators

See why QuickBooks Time is the #1 rate time tracking app and ADP's 2019 Partner of the Year!



Dapt offers ridiculously simple:

- Job Costing
- Dashboards
- Partner integrations
- Profitability Analysis
- Certified Payroll

## True Job Costing

Compare Job vs. Job, Profit vs. Revenue, Labor Class, Project, Materials and More. Do your clients want to dig deep into profitability analysis? With Dapt you can do all of this, in real-time, using modern visualization technology such as customizable dashboards.

## Your Business is Unique

Maybe your clients pay their employees by installs, not hourly. Maybe they have complex overtime rules or shift differential. Maybe they have complicated taxes due to non-resident employees. Current solutions try to fit their business into their model rather than adapting to serve your clients better. With Dapt we handle it all.

## Data Driven

Dapt makes sure the data flowing between your client's time tracking, payroll and accounting solutions remain consistent. No more manual time calculations or spreadsheets. Dapt makes sure your client data gets where it needs to get to in the format it needs to be in.

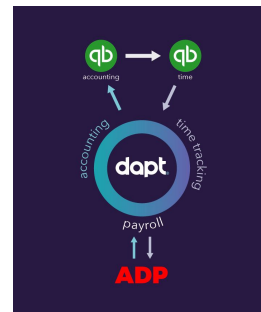
## Trusted Partners:

- ADP
- ADP Workforce Now®
- ADP TotalSource®
- Run Powered by ADP®
- ADP NextGen®



- QuickBooks Time
- QuickBooks Online
- QuickBooks Desktop

Dapt unifies accounting, time tracking and payroll to provide real-time labor cost control and profitability insight.



## Dapt Saves Time and Energy

- Run payroll reports with a few clicks each week
- Upload payroll data into QuickBooks. Generate a QuickBooks IIF file that will automatically update the GL
- Historical records on demand. Easily access any past payroll or accounting files, all saved in the Dapt Cloud

## Dapt Offers Modern Visualization Technology

Dapt enables real-time monitoring and response to changing data, providing companies better visibility into their operations and helping to maximize profitability.



Ready for a data-driven competitive advantage? Book a [demo here](#).

← Back to Differentiators