

Construction Industry Toolkit

Your assets for September 2022

- [Gaining access email & Source Article](#)
- [Industry overview](#) | [Qualifying questions](#) | [Pain points](#)
- [Differentiators](#)
- [Construction Win Stories](#)
- [Job Costing Case Studies](#) | [Dapt Custom Reports](#)
- [Industry Specific](#) | [Features Flyers](#)
- [Social Media](#)
- [Certified Payroll Reporting - Total Addressable Market \(TAM\)](#)
 - [White Paper](#)
 - [Video](#)

For internal use only



Download the Mark-it Mobile App

Send industry/feature flyers right from your phone



Play the Quickbooks Time Black Card Game - Multiplayer, using Game Code 5A06F7

Prizes awarded to top scorers



QuickBooks Time



Industry Spotlight: **CONSTRUCTION**

Email Template to Send to Prospects/Clients

Hi [Insert Client Name],

I'm sharing a recent [article](#) from The Construction Association. It cites 3 main pain points for the construction industry - **supply shortages**, **rising material costs**, and **lack of skilled workers** making certain information critical to running your business - such as:

- **Accurate** labor/materials **estimates**
- **Maximized** employee **productivity**, and
- Workforce/asset **visibility**

We have solutions to help you with these challenges.

By using QuickBooks Time integrated with ADP® payroll, you can:

- Save an average of **4%¹ on payroll costs & reduce timesheet errors**
- **Bill nearly 10%² more**, on average, by tracking every second worked
- Track employee location in real time for **increased workforce visibility**
- Easily see how many hours are spent on each project for **more accurate future job costing**
- **Stay compliant** with certified payroll reports and run reports for workers comp audits
- **Manage an entire crew at the same time** and see entire staff location/current job from the Who's Working Window
- **Curb buddy punching and time theft** with a tablet-optimized job site Kiosk Time Clock with photo capture

Are you available at: _____ to discuss how ADP and our Marketplace partner can help guide you through current challenges?

(Insert signature)

Construction Industry Overview

- Construction firms added 16,000 jobs in August, according to an analysis of federal employment data released by the Associated General Contractors of America. Association officials said their newly released [survey](#), conducted with Autodesk, showed contractors are eager to hire more employees but are being stymied by a lack of qualified workers.
- Total construction employment climbed to 7,708,000 in August as both residential and nonresidential construction firms added jobs for the month.
- Nonresidential firms added 4,300 employees, as gains of 700 jobs at general building contractors and 5,600 at nonresidential specialty trade contractors offset a loss of 2,000 at heavy and civil engineering construction firms.
- Employment in residential construction—homebuilders, multifamily general contractors, and residential specialty trade contractors—increased by 10,900 in August.
- Compared to August 2021, the construction industry has added 311,000 jobs, an increase of 4.2 percent.
- One of the main causes of workforce shortages is the fact few people are being exposed to the opportunities available in the industry and lack basic, essential skills. 77% percent of contractors report there are few workers available that meet the minimum qualification standards, including being able to pass a drug test, which is something insurance companies require for all workers in the industry.
- 56% percent of firms use cloud-based technology for project management. 47% of contractors use the technology for field operations. 45% use it for accounting. 41% use it for time tracking

For internal use only

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** ¹
- Logistics can be difficult for contractors with seasonal and mobile employees **working in different locations throughout the day**
- **Illegible or lost time cards** are 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
- **Capturing/Tracking Billable Hours.** Billing clients can be tricky and time consuming without proper time tracking procedures and system in place. It can be hard to get paid for all the time spent working on a project or for various clients and can be challenging to invoice without specific and easily accessible job codes or custom fields.
- **Scheduling.** Missed shifts or miscommunication with scheduling can cause time or money. Need an easy way to create or edit schedules and push notifications to employees of any changes.
- **Buddy Punching** can occur causing time theft.

QuickBooks Time Differentiators for Construction

Robust Mobile App with 12 Customizable Labor Levels

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.

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

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!](#)

Breadcrumb Trail

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

Click to watch [video!](#)

In App Mileage Tracking

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

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.

Overtime and Missed Punch Alerts

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

Signature Capture

Capturing Signatures via Mobile

Geofencing

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

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.

Jobsite Photos

Take pictures live or from camera roll to attach to timesheets.

Offline Punches

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

Kiosk Time Tracking/Crew Clock

Time Tracking via tablet, IPad with Photo Capture. The tablet can location track now as well! A supervisor can clock in crews to jobs, phases, codes and more all from a single device.

Who’s Working Window

See who’s on the clock, where they’re working, and what they are working on--all at a glance on your desktop or mobile. **Click here to see [video](#)**

ADP Marketplace Construction Win



QuickBooks Time



Texas-Based Restoration Company

Featured New Logo Win:



Vertical: Restoration and Reconstruction Partner Roll Call: \$950

Headquarters: Cedar Hill, TX

Number of Employees: 47

Partner: **QuickBooks Time**

Deal Value: \$4,752



Situation

Client has mobile workforce and wanted to be able to track GPS location of employees in the field as well as their drive time from job to job, and the time worked on various jobs throughout the day.



Solution

By using ADP Workforce Now® together with QuickBooks Time, the client can now track their remote workforce with QuickBooks Time's GPS location feature, can allocate time by job, and track drive time from job to job with ease.



Adam Eureyecko
Senior District Manager
at ADP

Terri De Minico
Partner Development
Manager

ADP Marketplace Construction Win



QuickBooks Time



Florida-Based Commercial Construction & Painting Company



Featured New Logo Win:

Vertical: Commercial Construction, Painting,
and Facility Repair
Headquarters: Jacksonville
Deal Value: \$20,146

Partner Roll Call: \$1041
Partner: **QuickBooks Time, Dapt**
Number of Employees: 51



Situation

The customer relied heavily on job costing to evaluate profitability. Their existing solution did not give them the data they needed for accurate job costing without a substantial amount of manual entry.



Solution

With QB Time, ADP Workforce Now®, and Dapt, the customer is now able to accurately track time and expenses by job automatically--eliminating hours of manual entry. They also have the capability to accurately evaluate profitability based on type of work and customers.



Nicholas Gaston

Human Capital Management
Orlando



Jim Keeney

Dapt Custom Reports

ADP Marketplace Construction Win



QuickBooks Time



Nebraska-Based Construction Company



Featured New Logo Win:

Vertical: Construction
Headquarters: Hastings, NE
Number of Employees: 80

Partner Roll Call:
Partner: **QuickBooks Time**
Deal Value:



Situation

The client needed a custom job costing solution that gave them insight into profitability. They needed a way to easily get the labor dollars broken down and calculated for each individual job without spending hours manually entering data.



Solution

Dapt provided Heartland with a streamlined payroll processing solution and a detailed job costing solution tailored to their specific needs and wants--giving them the information they needed to increase profitability.



Jamie Schlemmer
Sales Representative HR
Outsourcing
St. Louis

Jim Keeney
Dapt Custom
Reports

"I have had a great experience working with the team at Dapt. They are very knowledgeable about the capabilities of ADP Workforce Now® and have been able to bridge the gap for a couple of our clients using Quickbooks Time. I was also impressed with how competitively they are priced and their speed of implementing the solution." – Jamie Schlemmer

For internal use only

QuickBooks Time, ADP® and Dapt WIN STORIES

CONSTRUCTION

Client: A Drywall and Plastering Company
Company Size: 65

PROBLEM Multi-jurisdictional taxation – Multiple states, Multiple localities include Ohio and Pennsylvania

We have a solution for that.

SOLUTION Comparing the home state of the worker with the work state for the project, [Dapt](#) sets the appropriate tax state and locality for each segment of work. Payroll processing is then able to apply the correct tax calculations for each segment of work--relieving the company of these complex calculations.

BENEFIT Now proper taxes can be applied for each employee based on which location they worked within that pay period.



QuickBooks Time



For internal use only



For internal use only

QuickBooks Time, ADP® and Dapt WIN STORIES

CONSTRUCTION

Client: Contract Supply Company
Company Size: 247

PROBLEM Multiple companies managed by one accountant, One payroll process

We have a solution for that.

SOLUTION [Dapt](#) support multiple entities in one account. The accountant can use one Time Tracking account and generate multiple payroll runs per pay period. Each run is used for one payroll. After payroll is complete, Dapt processes the payroll data to create separate Journal Entries for each of the entities for reconciliation and job costing.

BENEFIT One platform is used to manage multiple companies and payroll runs. Payroll processing is simplified, costs are reduced, and the accountant is still able to do company specific accounting and reporting.



QuickBooks Time



QuickBooks Time, ADP® and Dapt WIN STORIES

CONSTRUCTION

*Client: A Concrete and Construction Company
Company Size: 80*

PROBLEM The client needed a custom job costing solution that gave them insight into profitability. They needed a way to easily get the labor dollars broken down and calculated for each individual job without spending hours manually entering data.

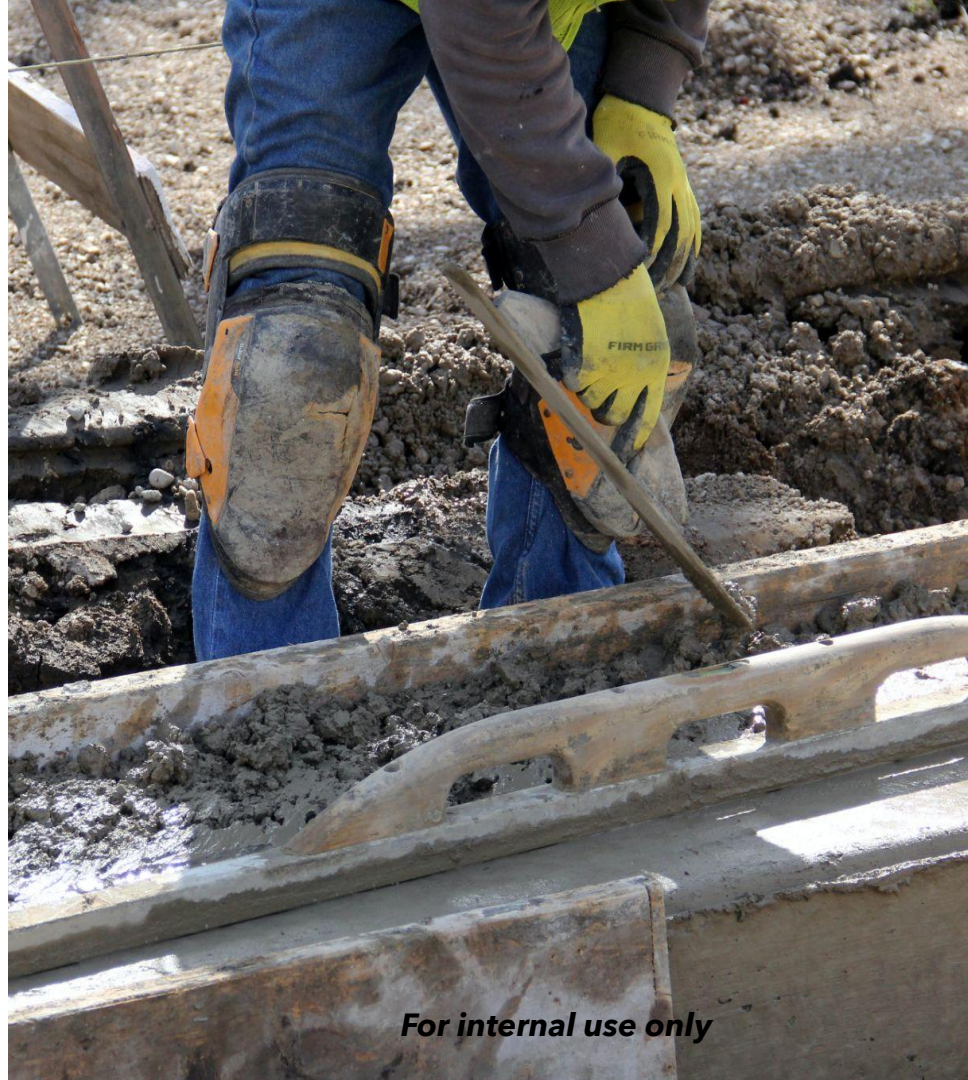
We have a solution for that.

SOLUTION [Dapt](#) provided the client with a streamlined payroll processing solution and a detailed job costing solution tailored to their specific needs and wants--giving them the information they needed to increase profitability.

BENEFIT



QuickBooks Time



For internal use only



For internal use only

QuickBooks Time, ADP® and Dapt WIN STORIES

CONSTRUCTION

Client: Commercial Construction, Painting & Repair Company
Company Size: 51

PROBLEM The customer relied heavily on job costing to evaluate profitability. Their existing solution did not give them the data they needed for accurate job costing without a substantial amount of manual entry.

We have a solution for that.

SOLUTION With QuickBooks Time, ADP Workforce Now®, and [Dapt](#), the customer is now able to accurately track time and expenses by job automatically--eliminating hours of manual entry. They also have the capability to accurately evaluate profitability based on type of work and customers.

BENEFIT

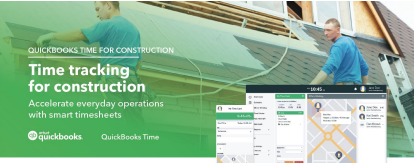


QuickBooks Time



Industry Data Sheet & Feature Flyers

Click links to download each flyer



QUICKBOOKS TIME FOR CONSTRUCTION
Time tracking for construction
 Accelerate everyday operations with smart timesheets

74% of admins manually enter time on physical time clocks, spreadsheets, or paper timesheets, which results in weekly errors that cost time and money! Logistics can be daunting for contractors with seasonal and mobile employees who work at different locations throughout the day. Together or not, employee time cards are often the norm. From scheduling employees to entering employee hours, there's a lot to do each payroll cycle, and manual processes can take hours. QuickBooks Time's automated time tracking streamlines payroll, while digital scheduling tools keep your whole crew on the same page. Now integrated with tools powered by ACPM and ACPM (iScapeflow Now!) and ACPM (Workforce Now!) Next Generation.

Track time by job
 Tracking time against multiple jobs can be frustrating, even for the most organized construction companies. QuickBooks Time offers time tracking complete with job codes, so employees can quickly choose the job they're working on from a drop-down menu each time they punch the clock.

See who's on the clock
 The QuickBooks Time Who's Working window shows each employee's status in real time, giving managers greater visibility into who's working, what time they clocked in, and when they're working on. Employees can make comments to the schedule, so everyone who employees enjoy greater accountability and efficiency.

Schedule with ease
 Combined with simple time tracking, online scheduling allows you to create and publish employee schedules and instantly notify employees of important changes. Update schedules from anywhere, using the mobile app.



QuickBooks Time @quickbooks
QuickBooks Time offers kiosk time tracking for employers in need of a central clock in and out solution as well as crew clock functionality for supervisors.

Spotlight On: Kiosk and Crew Clock

Kiosk Time Tracking**
 Employees can track time via tablet or iPad. The tablet can location track crew as well! This avoids "buddy punching" or time theft.

Crew Clock
 A supervisor can clock in their entire crew to jobs, phases, codes and more all from a single device.

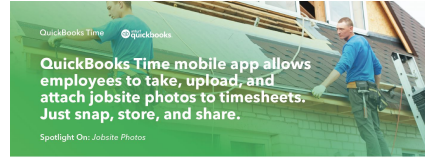
Benefits

- Easy to set up, our online punch time clock works on any tablet, desktop, or laptop with an internet connection.**
- Employees can track time with a four-digit PIN. Enable photo capture to curb time theft and buddy punching.
- Add a location to each time clock, so admins or managers know exactly where each timesheet is coming from.**

Benefits

- Employees working in one location can track time from one device, checking in and out in seconds.
- Employees can review and submit timesheets from the kiosk. Time data syncs to your payroll software of choice.**
- Categorize time data by job, task, employee, group, or project for job costing and resource allocation.**

**** Features**
 You have any device. QuickBooks Time can be used on any device that we support. We support all major mobile devices and all major desktop operating systems. QuickBooks Time mobile app is available on the App Store and Google Play. QuickBooks Time mobile app is available on the App Store and Google Play. QuickBooks Time mobile app is available on the App Store and Google Play. QuickBooks Time mobile app is available on the App Store and Google Play.




QuickBooks Time @quickbooks
QuickBooks Time mobile app allows employees to take, upload, and attach jobsite photos to timesheets. Just snap, store, and share.

Spotlight On: Jobsite Photos

Jobsite Photos
 QuickBooks Time offers employees the ability to take jobsite photos live or on their camera roll and then upload them via the Mobile App to attach to their timesheets.

Benefits

- Minimize guesswork. Attaching photos can help you track progress and identify issues on a job site in real time. Just snap, attach, and save.
- Increase productivity. If foremen and managers can see what's going on at a job site, then they can resolve issues quickly and make timely decisions that allows the team to perform at its best.
- Keep your workforce informed with well-documented photos when minutes matter.
- Gain remote visibility. Make progress anywhere with the help of visual updates on employee timesheets.
- Avoids document damage
- Attach receipts to timesheets
- Available within seconds for admins and managers to view.
- Viewable by admin, managers, and in QuickBooks Time reports.
- Multiple photos can be added to the same timesheet
- Anyone with "Manage My Timesheets" permissions can add photos to past timesheets when editing a timesheet.



QuickBooks Time @quickbooks
Mobile Timesheets with GPS Tracking helps easily track time and locations for mobile employees

Spotlight On: BreadCrumb Trail & Geofencing

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 every day. QuickBooks Time is the #1 Time Tracking Software* with more than 75,000 5-star reviews* that can save you 4% on payroll costs and increase billable hours by nearly 10%.*

BreadCrumb Trail
 QuickBooks Time can track your employee's location in real time throughout their workday, displayed as a BreadCrumb Trail.

Geofencing
 Available in QuickBooks Time Elite for Project Tracking, geofencing prompts employees to clock in when they enter a project zone.

Benefits

- Easily track time and locations for mobile employees using any device, in real time, with GPS tracking.
- Manage sick time, vacation time, holidays, and paid time off (PTO).
- Proactively manage overtime.
- Create, edit, and share employee locations in minutes. See who's working, where they're working, and the jobs, phases, and codes they're working on.
- Audit trails to protect you in the unforeseen event of a labor dispute.

Construction & Field Service Industry Flyers

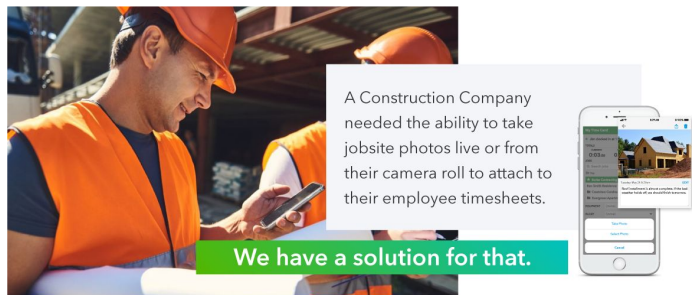
Kiosk Crew Clock

Jobsite Photos

GPS Tracking

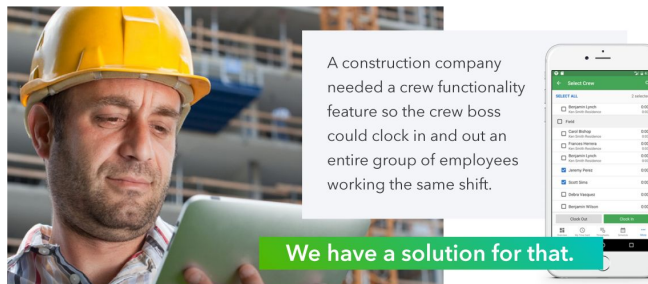
For internal use only

LinkedIn Social Media Posts (National Construction Appreciation Week Sept 19-23)



We have a solution for that.

QuickBooks Time



We have a solution for that.

QuickBooks Time



We have a solution for that.

QuickBooks Time



We have a solution for that.

QuickBooks Time



How to Use:

1. Copy Picture
2. Paste into Powerpoint
3. Right click on picture and "save as"
4. Go to LinkedIn, create post
5. Attach this picture formatted for LinkedIn
6. Add hashtags:

#adpmarketplace
#thanksforbuilding
#constructionappreciationweek

1Based on an industry survey of 731 people who manage employee time, conducted by QuickBooks Time, in September 2018.

2Based on a survey of 1,408 customers in the U.S. in August 2021. On average, businesses that report gross payroll costs savings save 4.00%. On average, businesses that report an increase in billable time added 9.96%. ADP, the ADP logo, ADP Workforce Now, and RUN Powered by ADP are trademarks of ADP, Inc. or its affiliates or licensors. The information in this document was prepared by Intuit and Intuit is solely responsible for its accuracy and completeness. ADP makes no representation as to the accuracy or completeness of any information contained herein.