Construction Industry Toolkit

Download the Mark-it Mobile App

Send industry/feature flyers right from your phone

Download on the App Store

GET IT ON Google Play

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

Prizes awarded to top scorers

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

intuit QuickBooks Time

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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 i**ncreased 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)

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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

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.

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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

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.

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!

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

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!

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

In App Mileage Tracking
Based off of GPS Location we can track how many miles were traveled.

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.

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.

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**

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ADP Marketplace Construction Win

Texas-Based Restoration Company

QuickBooks Time

dapt®

Adam Eureyecko
Senior District Manager at ADP

Terri De Minico
Partner Development Manager

Featured New Logo Win:

Vertical: Restoration and Reconstruction
Headquarters: Cedar Hill, TX
Number of Employees: 47

Partner Roll Call: $950
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.

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ADP Marketplace Construction Win

Florida-Based Commercial Construction & Painting Company

Nicholas Gaston
Human Capital Management
Orlando

Jim Keeney
Dapt Custom Reports

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.

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ADP Marketplace Construction Win

Nebraska-Based Construction Company

QuickBooks Time

dapt®

Jamie Schlemmer
Sales Representative HR Outsourcing
St. Louis

Jim Keeney
Dapt Custom Reports

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.

"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

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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.

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QuickBooks Time

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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.

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QuickBooks Time

intuit quickbooks.

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

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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

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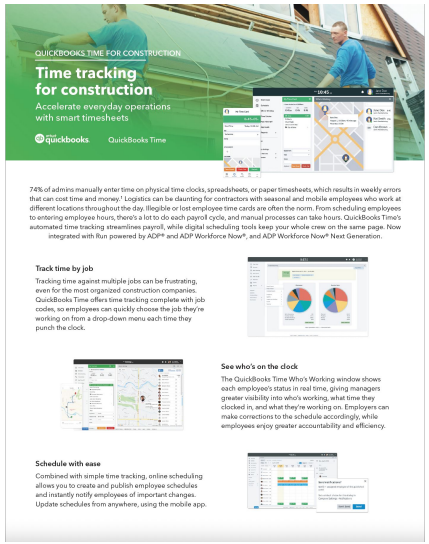
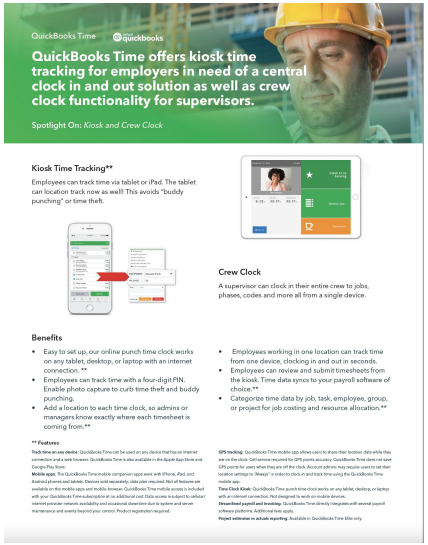
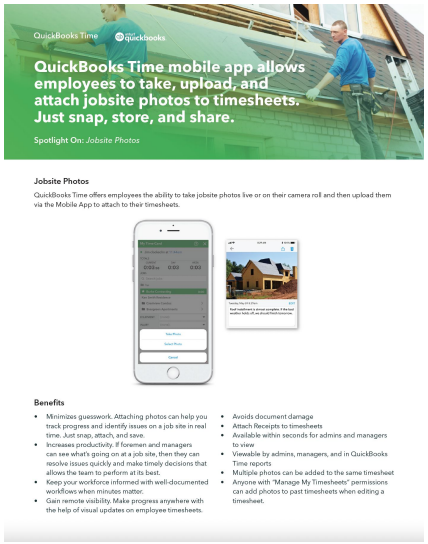
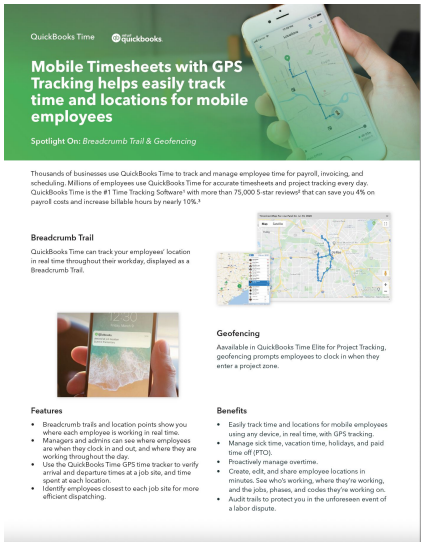
Industry Data Sheet & Feature Flyers

Click links to download each flyer









[Construction & Field Service Industry Flyers]

[Kiosk Crew Clock]

[Jobsite Photos]

[GPS Tracking]

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

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.

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