



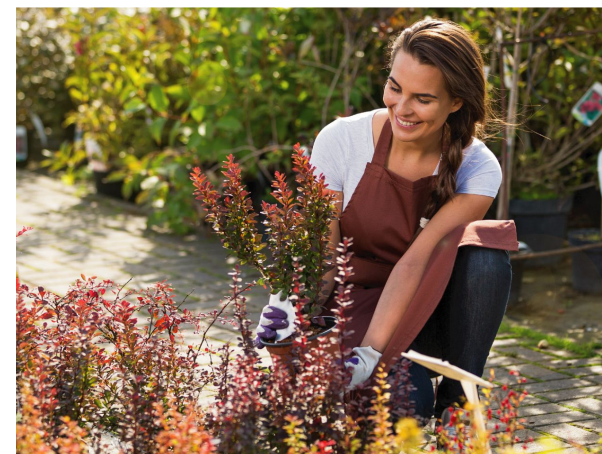
# Built to Adapt

Companies expect technology to adapt to their business practices vs. change their practices to adapt to technology

**We have a solution for that.**



QuickBooks Time







QuickBooks Time

## Job Costing Made Easy.

QuickBooks Time is a **top-rated time tracking app** and ADP Marketplace's Partner of the Year (2019). We are proud to have built a [payroll connector](#) that syncs QuickBooks Time to ADP Workforce Now® and ADP Workforce Now® Next Generation.

While the connector works perfectly for many clients who only require summary hours to import to ADP®, there are some who need time allocated to jobs to make job costing more accurate to improve job profitability or time by role to make payroll processing easier, less time consuming and more accurate. Certified Payroll reporting just got easier as well!

### Introducing

*(See Pages 4-5)*



**We Have a Solution for That.**

Read our recent win stories on the following pages for these industries:

Construction	p. 6
Field Service	p. 10
Commercial/Residential Services	p. 12
Electrical Services	p. 14
Maritime & Marine Services	p. 15
Solar Energy	p. 16
Aerospace	p. 17
Nonprofit	p. 18
Private College Prep School	p. 19

# Eliminate Manual Timesheets, Calculations & Entry

74%

of administrators manually enter employee time according to a QuickBooks Time Survey

3%

error rate according to the American Payroll Association study, manual entry inflates payroll costs

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.

By automating collection and entry of time,

4%

savings on payroll

&

10%

increase in billable hours<sup>1</sup>

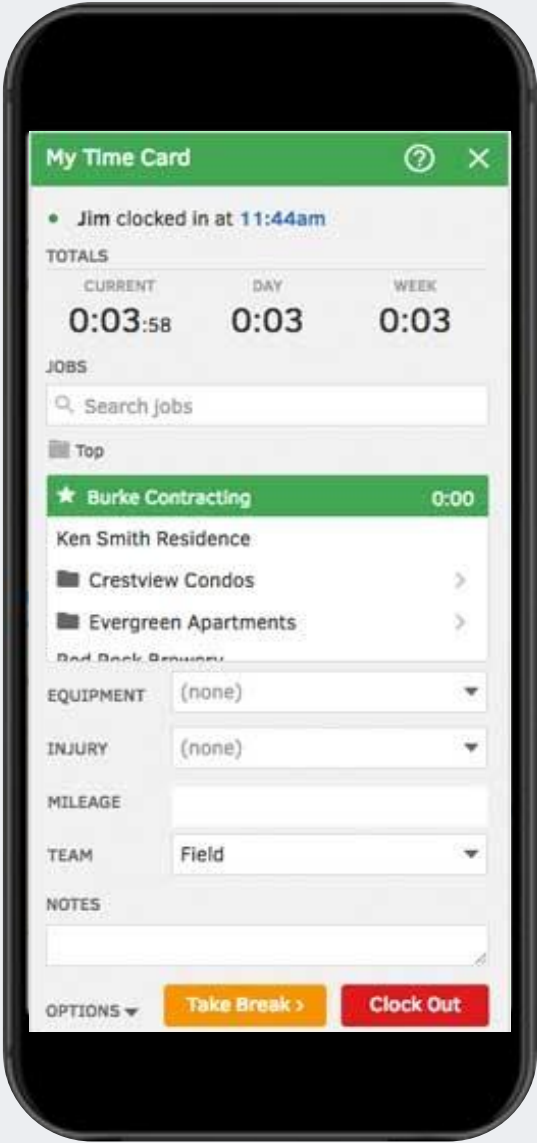
Employees love these features:

- Clock in & out with one click via mobile app ([Android](#) or [iOS](#)), crew clock, mounted kiosk or PC
- Take a break
- Change job codes
- Collect mobile signatures, pictures & GPS, mileage & more

Practitioners/Admins love these features:

- Clock in via PC & add, edit, approve time with audit trails
- See [Who's Working Window](#)
- Integrate accounting or payroll software to automatically sync accurate employee time tracking data for payroll & invoicing

QuickBooks Time is one of the best automated time tracking software with 12 fully customizable job tracking fields to simplify time data collection for businesses of all sizes in any industry from construction, field service, landscaping, professional services, retail, hospitality, healthcare, technology, manufacturing, life sciences and more.



We have a solution for that.

<sup>1</sup>Based on a survey of 1,408 customers in the U.S. in August 2021. On average, businesses that report gross payroll time savings 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%



## Dapt

Dapt facilitates the data flow between time tracking, payroll and accounting to ensure consistency and accuracy of job costing and payroll processing. While some companies only need the hours worked to process payroll based on an hourly rate (aka Summary Hours), other companies have complex pay rates.

Example of "beyond Summary Hours", complex pay rates:

- completed Installs
- complex overtime rules
- on call rate

- shift differentials
- multiple roles
- multijurisdictional taxation

**We have a solution for that.**

With Dapt's integration with QuickBooks Time and ADP® payroll, clients can:

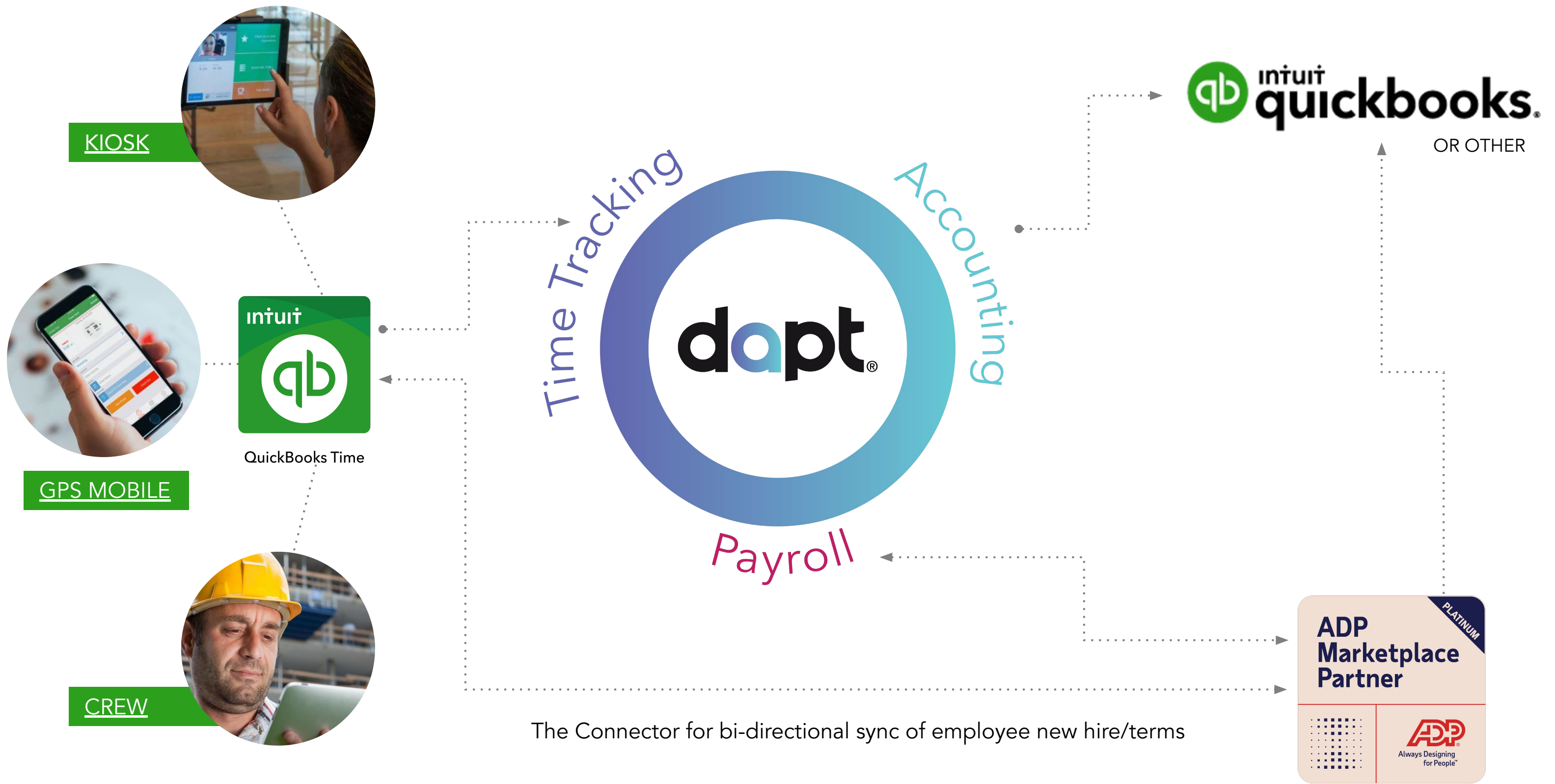
- Move data between time collection, payroll and accounting software and automatically update your general ledger with truly accurate job costs
- Break time out by employee, job, or project
- Convert time (or even non-time activities) and manage data through the payroll process
- Reattach the proper labor costs with the payroll report to give you true job costing post payroll.

*"Companies expect technology to adapt to their business practices vs. change their practices to adapt to technology. To win more deals, all we need is Dapt."*

- Danielle Price, Partner Advocacy & Mid Market Solution Provider



# Job Costing Made Easy - Here's How it Works



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







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





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







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





DAPT WIN STORIES

## FIELD SERVICE

*Client: An Industrial Services Firm*

*Company Size: 130*

### PROBLEM

The client had a challenge with job-based, variable pay rates and prevailing wage requirements.

**We have a solution for that.**

### SOLUTION

[Dapt's](#) payroll batch file solution accommodates the ADP temp rate override allowing employees to get paid different rates for different jobs. Dapt can also properly account for these different rates post-payroll ensuring accurate job costing.

### BENEFIT

Clients can provide employees with variable pay based on different jobs, roles, or prevailing wage rates. Dapt will also ensure accurate job costing post-payroll.



QuickBooks Time







DAPT WIN STORIES

## FIELD SERVICE

*Client: Dry Ice Blasting Company*  
*Company Size: 120*

### PROBLEM

Client needed help with allocation of costs by job and type of work in order to evaluate which types of work are most profitable, and then adjust sales efforts accordingly. Client wanted to eliminate manual entry and guesswork and create intelligent connectivity between Time, Accounting & Payroll.

**We have a solution for that.**

### SOLUTION

Using QuickBooks Time and [Dapt](#), the customer is now able to accurately track the type of work performed and for which customers. The Dapt solution tracks this information all the way through the payroll process, allowing accurate tracking in the project module of QuickBooks Online.

### BENEFIT

Client can now monitor projects for cost overruns and analyze the profitability of projects based on type of work and types of customers--so they can focus sales efforts on the most profitable types of projects.



QuickBooks Time





DAPT WIN STORIES

# COMMERCIAL & RESIDENTIAL SERVICES

*Client: Personal and Commercial Storage*  
*Company Size: 358*

## PROBLEM

Client needed help with collection, entry, and allocation of accurate time spent at each property for payroll allocation and needed profitability tracking by location, employee, and the overall operation.

**We have a solution for that.**

## SOLUTION

With QuickBooks Time, client can now track work done on each property. [Dapt](#) then created a solution with a table of properties to calculate the prorated amount that should be allocated to each property.

## BENEFIT

Now the client can accurately assign costs to each property with the click of a button, eliminating errors and simplifying handling. The solution has eliminated the need to take the information from QuickBooks Time as well as the information from payroll and then hand enter it into a spreadsheet. Then, take the results and update QuickBooks.



QuickBooks Time







DAPT WIN STORIES

# COMMERCIAL & RESIDENTIAL SERVICES

*Client: Commercial Real Estate Firm*  
*Company Size: 42*

## PROBLEM

Client needed a way to invoice accurately based on time worked at properties and credits issued by property managers. Client also needed to process complex payroll with bonuses and hourly rates for work performed by property managers.

## We have a solution for that.

## SOLUTION

The [Dapt](#) solution included a way to automatically handle the reporting of lodging credit and lease commissions. Once payroll is complete, Dapt generates the correct invoices for the property owners.

## BENEFIT

Client is now confident that the processing of payroll meets all the wage law requirements in the state of CA and the City of LA. In addition, a task that previously could only be done by one person can now be done by anyone in the company.



QuickBooks Time





DAPT WIN STORIES

## ELECTRICAL SERVICES

*Client: Commercial & Residential Electrical Services*  
*Company Size: 58*

### PROBLEM

Customer needed a way to maintain job data between QuickBooks Time and ADP with a focus on job costing. They also needed certified payroll calculation and a way to track complicated overtime and holiday pay.

**We have a solution for that.**

### SOLUTION

Using QuickBooks Time and [Dapt](#), the company is now able to accurately calculate job costs and maintain all job data between QuickBooks Time, ADP Payroll and QuickBooks accounting.

### BENEFIT

Certified payroll has been streamlined and overtime and holiday pay are accurately being calculated and distributed without the need for timely manual entry.



QuickBooks Time







DAPT WIN STORIES

# MARITIME & MARINE SERVICES

*Client: A City Port  
Company Size: 60*

## PROBLEM

Needed a solution to submit payroll prior to the end of the pay period and reconcile projected hours against actual hours. Union employees needed to be classified correctly and needed a way to distinguish between grant and non-grant time.

**We have a solution for that.**

## SOLUTION

With QuickBooks Time and [Dapt](#), they are now able to submit their payroll as needed.

## BENEFIT

They now have real time job costing data, employees are classified correctly, and time spent on grant vs non-grant projects is automatically distinguished and reported out correctly.



QuickBooks Time





DAPT WIN STORIES

# SOLAR ENERGY

*Client: Solar Energy Company*  
*Company Size: 52*

**PROBLEM** When installing an array employees are paid based upon the size of the array, at other time employees are paid an hourly rate.

**We have a solution for that.**

**SOLUTION** [Dapt](#) set up custom fields to track the solar array size (kWh) and install completion. Once the install is completed, Dapt calculates the earnings by multiplying the size by the employee-specific install rate. When not working on an install the employee hours are reported, and the employee’s hourly rate is used to calculate pay.

**BENEFIT** Allows client to automatically pay their employees based on installs rather than forcing them to manually convert the install metrics into pay.



QuickBooks Time







DAPT WIN STORIES

## AEROSPACE

*Aerospace & Military Transportation Consulting*

*Client: An Aerospace Consulting Firm  
Company Size: 87*

### PROBLEM

Complex, California overtime rules

**We have a solution for that.**

### SOLUTION

The [Dapt](#) "Overtime Engine" supports filters so that certain overtime rules are only applied to employees working in California. Overtime rules can also be ranked to control the order that they are applied. For example: If an employee qualifies for double overtime for working over 12 hours, and those hours also trigger the 40 hours per week overtime rule, the Double Overtime takes precedence due to its ranking.

### BENEFIT

Dapt supports all levels of employee incentives and overtime rules, allowing businesses to choose the best incentives systems for their work and employees.



QuickBooks Time







DAPT WIN STORIES

## NONPROFIT

*Client: Nonprofit  
Company Size: 23*

### PROBLEM

A nonprofit and business engineering partnership preserving a river watershed needed a way to submit payroll prior to the end of the pay period.

**We have a solution for that.**

### SOLUTION

With [Dapt](#) custom file solutions and QuickBooks Time, employees are able to enter time (projected) entries for the time between the processing date and the end of the period. During the next payroll, those projected time entries are compared to the actual time entries. If they differ, adjustment entries are created and submitted.

### BENEFIT

Employees continue to receive pay on the last day of the period. Employer is assured that any difference between projected hours and actual hours will be accounted for in the next pay period.



QuickBooks Time





DAPT WIN STORIES

# SCHOOL DISTRICT

*Client: Private College Prep School in California*  
*Company Size: 42*

**PROBLEM**

Both salaried and hourly workers that have specific classes assigned to them. Needed a way to keep track of what type of jobs their hourly employees perform as they automatically divide the time (ratios) of their salaried workers into various classes (which can be multi-tiered).

We have a solution for that.

**SOLUTION**

[Dapt](#) was able to build custom files that integrated QuickBooks Time for time tracking and ADP Workforce Now® for payroll

**BENEFIT**

Dapt was able to solve their complex time tracking needs and enable them to allocate the time by jobs and class.



QuickBooks Time

