

Manufacturing Industry Toolkit

Your assets for October 2022

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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



For view/use only by ADP District Managers

Industry Spotlight: MANUFACTURING

Email Template to Send to Prospects/Clients

Hi [Insert Client Name],

President Biden recently announced a commitment to the resurgence of **Manufacturing in America** (here is the [article](#)).

According to [GlobalTranz](#), a leading provider of technology-driven transportation and supply chain management solutions, one of the top 5 challenges the manufacturing industry is facing today is embracing technology to:

- **Reduce costs**
- **Improve efficiency**
- **Stay compliant**

We have solutions to help you with these challenges.

By using one of our ADP Marketplace partners, QuickBooks Time integrated with ADP® payroll, you can:

- Save an average of **4%¹ on payroll costs**
- **Handle complex pay rates** and ensure **more accurate future job costing**
- **Stay compliant** with payroll, time tracking, breaks, PTO and more
- **Increase visibility and productivity with the** Who's Working Window
- **Curb buddy punching and time theft** with a tablet-optimized Kiosk Time Clock with clock in selfies
- Run multiple lines across multiple shifts and **streamline scheduling to keep shifts fully staffed**

Are you available at: _____ to discuss how your business is handling these challenges and allow me to support your efforts?

(Insert signature)

18 Industry Facts from National Association of Manufacturers (NAM)

1. Manufacturers contributed \$2.77 trillion annually to the U.S. economy, based on Q1 2022 data.
2. For every \$1.00 spent in manufacturing, there is a total impact of \$2.68 to the overall economy.
3. Manufacturing firms typically are in the SMB space with only 1.5% having 500+ employees.
4. The manufacturing sector employed 12.85 million workers in August 2022.
5. Manufacturing employees earned \$92,832 on average in 2020, including pay and benefits.
6. 95% of manufacturing employees were eligible for health insurance benefits in 2020.
7. There were 834,000 manufacturing job openings in July .
8. By 2030, 4 million manufacturing jobs will likely be needed.
9. U.S.-manufactured goods exports totaled nearly \$1.2 trillion in 2020.
10. Manufactured goods exports have grown substantially.
11. World trade in manufactured goods has expanded strongly over the past couple decades.
12. World trade in manufactured goods has more than doubled.
13. Manufacturing in the U.S. would be the eighth-largest economy in the world.
14. Foreign direct investment in U.S. manufacturing reached nearly \$1.9 trillion in 2020.
15. Affiliates of foreign multinational enterprises employed nearly 2.5 million.
16. Manufacturers perform nearly 58% of all private-sector R&D.
17. Manufacturers consume more than 30% of the nation's energy.
18. The cost of federal regulations falls on manufacturers.

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?
5. Do you have an issue with time theft?

Manufacturing Industry Customer Pain Points

- Time is money. Over 57% of manufacturers use physical time clocks, spreadsheets or paper timesheets to track employee time¹, 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)
- **Logistics can be difficult** to know who is working and what they're working on
- **Illegible or lost time cards 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**
- **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.

QuickBooks Time Differentiators for Manufacturing

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!](#)

PIN In via Tablet or PC

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

Full Rules Engine

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

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

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](#)**

Overtime and Missed Punch Alerts

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

California-based Plastics Manufacturing Company



QuickBooks Time



Nicolas Beaujean
Sr. Account
Executive
Totalsource

Terri De Minico & Juli Hoyt
QB Time Partner Champs



Featured New Logo Win:

Vertical: Manufacturing
Headquarters Westminster, CA
Number of Employees 39

Partner Roll Call: \$948
Partner: **QuickBooks Time**
Deal Value: \$3792



Situation

A manufacturing client needed a time tracking system with a Kiosk time clock to allow employees to punch in and out for payroll. The system they had wasn't working to integrate with their payroll system, and the client was having to do a lot of manual work.



Solution

We set the client up with Quickbooks Time and helped them install the Kiosk app on the tablets. The client was able to then get their team to punch in and out to track time! Since QuickBooks Time seamlessly integrates with ADP Workforce Now®, the client could now run payroll with ease.

Industry Data Sheet & Feature Flyers

Click links to download each flyer



Collecting and calculating employee hours is one of the most time-consuming, yet essential, aspects of a job. From gathering and correcting timesheets to manually entering employee time, payroll can take hours. And getting it wrong can result in costly overtime and lost revenue. QuickBooks Time's time tracking and scheduling streamlines payroll and saves money, with features like tablet-optimized time clock and automatic overtime calculations.

Virtually eliminate time theft

Manufacturing business owners say employee time theft happens 45% of the time.¹ Buddy punching, or when an employee clocks an absent employee in or out, is considered time theft, and a few minutes here and there can really add up. The QuickBooks Time tablet-based time clock is equipped with photo capture, so suspicious clock-ins are flagged for review.



ADP

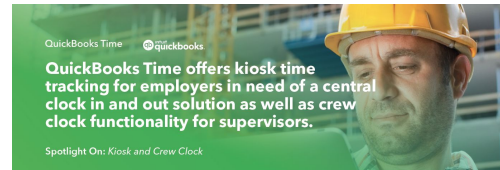
Save 4% on payroll costs²

Over half (57%) of manufacturers use physical time clocks, spreadsheets, or paper to track employee time.³ But these systems can result in costly payroll errors. Say goodbye to unnecessary and error-prone manual data entry by choosing a digital time tracking solution. QuickBooks Time syncs with your accounting and payroll software to save you hours and simplify payroll.



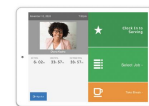
Know who's clocked in

The QuickBooks Time "Who's Working" window shows each employee's status in real time, giving managers greater visibility into who's working and what they're working on. Have multiple employees working the same shift? With the QuickBooks Time crew function, managers can clock entire teams in or out at once.



Kiosk Time Tracking^{**}

Employees can track time via tablet or iPad. The tablet can location track now 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. ^{**}
- Employees working in one location can track time from one device, clocking 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

Track time on any device: QuickBooks Time can be used on any device that has an internet connection and a web browser. QuickBooks Time is also available in the Apple App Store and Google Play Store.

Mobile app: The QuickBooks Time mobile companion app works with iPhone, iPad, and Android phones and tablets. Devices sold separately. Data plan required. Not all features are available on the mobile app and mobile browser. QuickBooks Time mobile access is included with your QuickBooks Time subscription at no additional cost. Data access is subject to network/internet provider network availability and occasional downtime due to system and server maintenance and events beyond your control. Product registration required.

GPS tracking: QuickBooks Time mobile app allows users to share their location data while they are on the clock. Cell service required for GPS pinpoints accuracy. QuickBooks Time does not use GPS services to locate users when they are not on the clock. Accurate location may require users to set their location settings to "Always" in order to clock in and track time using the QuickBooks Time mobile app.

Time Clock: QuickBooks Time punch time clock works on any tablet, desktop, or laptop with an internet connection. Not designed to work on mobile devices.

Download payroll and tracking: QuickBooks Time directly integrates with several payroll software platforms. Additional fees apply.

Project estimates to create reporting: Available in QuickBooks Time Enterprise.

Manufacturing Industry Flyer

Kiosk & Crew Clock

LinkedIn Social Media Posts

(National Manufacturing Week October 7-14, 2022)

It's National Manufacturing Day!

Today is a day to recognize industrial innovation! QuickBooks Time's Biometric Facial Recognition-enabled time clock is an innovative way to eliminate time theft or buddy punching.

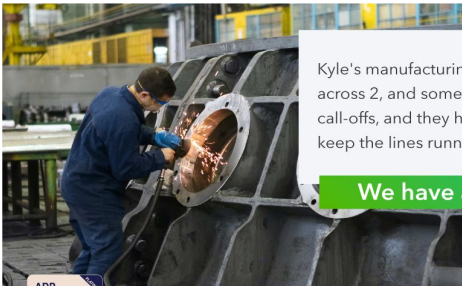
We have a solution for that.




ADP Marketplace Partner  QuickBooks Time

Kyle's manufacturing group runs multiple lines across 2, and sometimes 3 shifts. There are many call-offs, and they have a tough time trying to keep the lines running and shifts properly staffed.

We have a solution for that.



ADP Marketplace Partner  QuickBooks Time

How to Use:

1. Copy Picture or screenshot
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
#manufacturingweek2022

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.