

Time Tracking Software Built for Any Business.

Spotlight On: *Any prospect or client using payroll*



Earn Big Roll Call with QuickBooks Time: \$10k Roll Call Awarded for Solar Energy Co.

A residential Solar Energy company based in California won a government-funded job set to begin in 2024 requiring certified payroll-reporting. They reached out to their CPA who referred them to ADP® who referred them to QuickBooks Time.

They use NetSuite for accounting, and Schedulo for scheduling and wanted to integrate these solutions with best-in-breed time tracking and payroll. Their goals were to once and for all eliminate paper timesheets, improve job-costing, and prepare for certified payroll reporting.

QuickBooks Time brought in Dapt for Certified Payroll Reporting and provided these essential time tracking features:

- GPS
- Mobile, Crew and Kiosk timeclocks
- Time by Job
- Certified Payroll Reporting (provided by Dapt, our Custom Report partner)
- Real-time punches, geofencing, in app mileage tracking, signatures, and job site photos
- Allocation of Time

The "Allocation of Time" feature helped grow the opportunity from the original 150 mobile employees to over 800 total employees using QuickBooks Time to allocate and track time regardless of hourly or salary, static or mobile.

Employees are on 2-5 job sites per day using Schedulo to communicate between the field and operations teams. They have three groups of hourly employees, and jobs will be imported to QuickBooks Time by Dapt from their in-house CRM/Project Management tool, Touchstone. Once time is entered and approved, Dapt will pass it to ADP Workforce Now® for payroll as well as complete the CPR reports and parse data to other back-office systems.

Win Big Deals with QuickBooks Time:

Industry:
Religious Organization

QuickBooks Time Roll Call:
\$324

ADP Closed Won Deal:
\$147,000

Other Notable Roll Call Awards this fiscal & ADP New Logos by Industry:

Agriculture Svcs	\$7500
Food/Bev Eqp Svc	\$3400
Title Company	\$1800
Engineering Firm	\$1400
Asphalt & Roads	\$1300
Law Firm	\$1200
Housing Authority	\$1800
Staffing Agency	\$1800
Body Shop	\$2100
Electrical Contractor	\$1300
Property Mgmt	\$2400
Municipality	\$2800
Home Health	\$1750
Manufacturing	\$1750
Tech/eCommerce	\$1000
Nonprofit	\$2700
Steel Contractor	\$2140
Environmental Svcs	\$2200
Professional Svcs	\$2300
Beverage Distribution	\$2800
Senior Living	\$1250

Top 5 Reasons DMs refer:

1. Fast implementation
2. Complex pay policies handled & integrated
3. Only bill for employees tracking time
4. Features
5. Reasonably priced for ADP to win too

QuickBooks Time Benefits and Verified Claims:

1. 4% Payroll Savings¹
2. 10% More Billables²
3. 3 Hours Saved per Payroll Period³

¹ Payroll Cost Savings: Based 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%.

² Increase Billable Time: Based on a survey of 1,408 customers in the U.S. in August 2021. On average, businesses that report an increase in billable time added 9.96%.

³ Hours saved per payroll period: Based on a survey of 1,408 customers in the U.S. in August 2021. On average, businesses that report a savings of 3 hours per payroll period.

Lead Submission Process

Did you know?

You can access ADP Marketplace pricing by logging in right from SF Lightning? Click on the "Useful Links" tab from your SF Lightning homepage, then click on Marketplace.

How to Submit a Lead

- 1 Find or **create a new contact** in Salesforce Lightning.
- 2 Click **"Send Referral"** to initiate sales referral lead.
- 3 Choose **"Send Marketplace Referral"** from the lead type dropdown menu.
- 4 Under **"Marketplace Account"** type in the name of the Marketplace partner.
- 5 Under the "App Name" dropdown, select the **Marketplace partner**.
- 6 Add any comments and click **"Save"**.
- 7 **Email confirmation** will follow.

Send Referral

Lead Type
I am creating a:

--None--
--None--
Sales Internal Referral
External Referral
Self Generated Lead
Send Marketplace Referral

Marketplace Account

DocuFree

App Name

--None--

--None--

DocuFree

Rollcall is awarded 90 days after client has been "activated" and started billing cycle.

Rollcall is awarded to the DM who submitted the lead to SF Lightning. If a lead is not submitted, rollcall is awarded to the account owner.

Questions? Demo? Comment? Email us!

Rollcall:
ADPMarketplaceRollcall@adp.com

Apps:
MarketplaceAppQuestions@adp.com

General:
ADPMarketplace@adp.com

Rollcall Rules

For apps sold through ADP Marketplace

- **ADP products**
- **Third-party solutions that integrate with ADP solutions**
- **Data connectors**
Free connectors do not result in rollcall.
- **Referral apps that have an associated connector**
Connector may be free.

Lead Process

What happens after you submit a lead?

- Step 1 Submit**
ADP sales rep sends lead via "Salesforce Lightning"
- Step 2 Contact**
Third-party partner contacts ADP rep to coordinate prospect/client outreach
- Step 3 Demo**
Joint presentation to client/prospect (ADP BC is available to join if needed)
- Step 4 Decisions**
Client/prospect solution analysis – decision to purchase
- Step 5 Complete**
Sales order closed won in Salesforce Lightning

ADP reps receive 25% of the annual value for the Marketplace deal toward rollcall.

Note: This is the standard rev share agreement. RC can vary based on partners and promotions.