



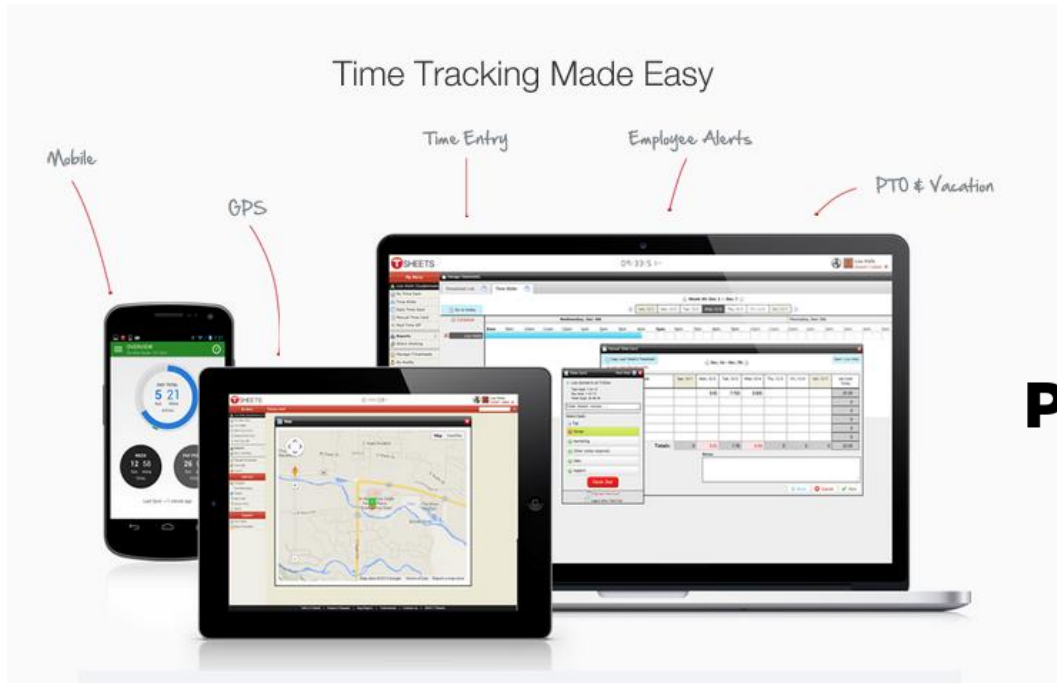
Presenters:



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Presents:
**A Tale of Two
Payroll Processes**

As seen in:

Forbes

TechCrunch

FASTCOMPANY

Inc.

THE WALL STREET JOURNAL.

AGENDA

Payroll :

- ⌚ Time is Money....How Current is Your Process?**
- ⌚ A Tale of Two Payrolls**
- ⌚ Automate Payroll. Create a HUGE Payoff for You AND Your Clients**
- ⌚ The Solution: 7 Ways TSheets is Unique
TSheets Demonstration**



Poll Question #1:

Do you currently provide a payroll solution for your clients?

- a. Yes, I do it manually.
- b. Yes, but I outsource it.
- c. No, but I've considered it because I'm asked about it often.
- d. No, I consider payroll a "four letter word" and have no desire to handle payroll for my clients.

Understanding the Payroll Process



Employee Regulations



Employee Deductions



Payroll & Tax Liabilities

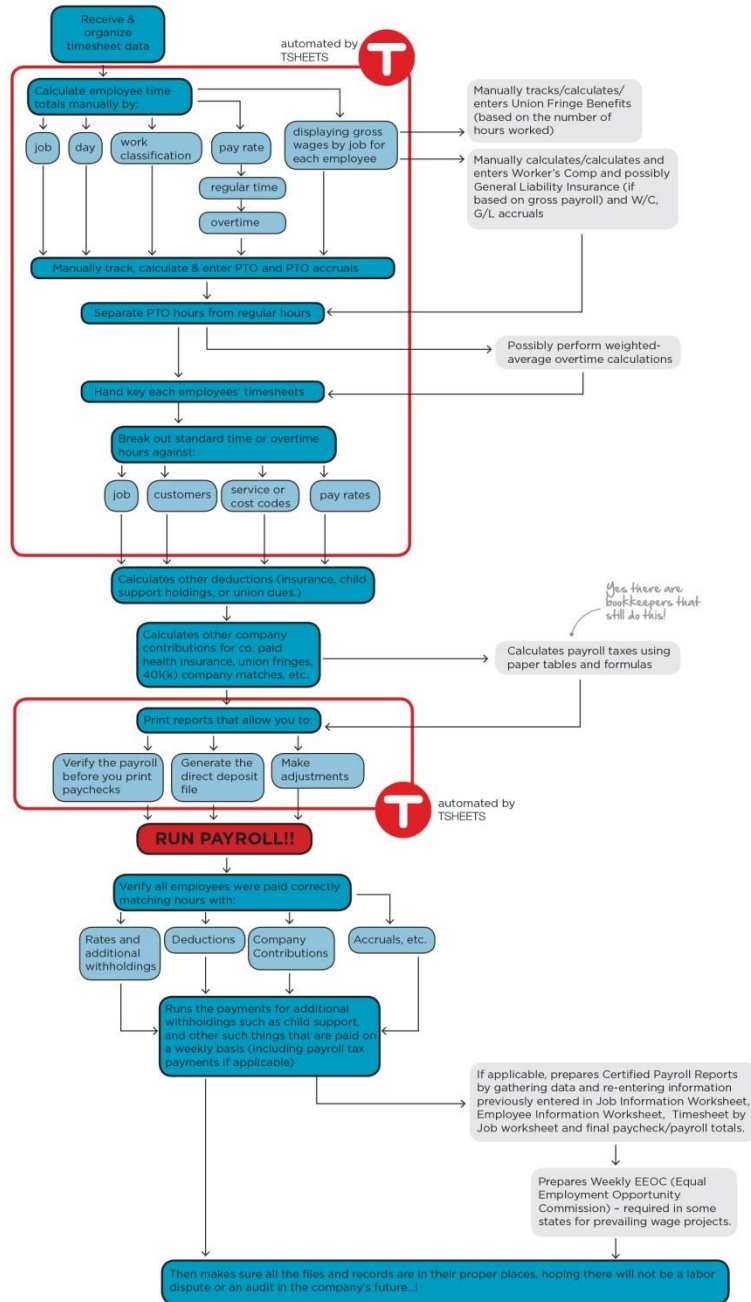


Tracking Employee Time

Including Overtime, Sick and Vacation Days!

A Tale of 2 Payrolls

THE PAYROLL PROCESS



Poll Question:

Do you have clients who use manual or paper time cards to gather payroll information for employees?

- a. Yes
- b. No
- c. I'm not sure

BIWEEKLY DAILY TIME CARD
6. KIND OF WORK OR PROJECT

1. DATE	2. FROM TIME	3. TO TIME	4. HOURS	5. APPROVAL
7/1/08	9:00	12:00	3.0	
7/2/08	1:00	5:00	4.0	
7/3/08	9:15	12:00	2.8	
7/4/08	10:00	6:00	2.0	
	3:25	7:00	4.0	
7/8/08	11:10	3:17	4.1	
7/9/08	11:15	12:00	0.8	
7/10/08	3:00	4:00	3.5	
7/11/08	7:15	12:00	2.8	
14. TOTAL HOURS			31.8	

7. JANE DOE
Employee Name

8. JANE DOE
Employee Signature

9. MARY LEWIS
Supervisor Signature

10. JANE DOE
College/Department

11. MARY LEWIS
Supervisor Signature

12. 7/12/08
Date

13. 8.00 \$ 254.40
Amount

EXTRA HELP/STUDENT

CORNELL COMPUTING CENTER
CPC TIME SHEET

WEEKS OF 12/14/03 12/21

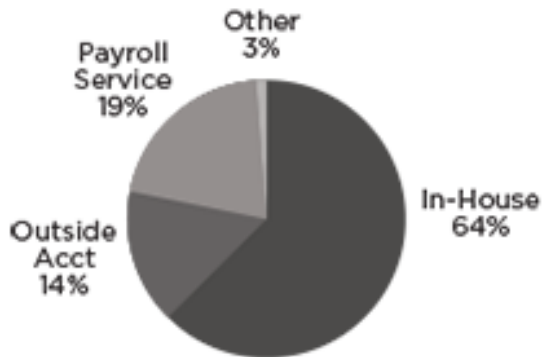
DATE	FROM	TO	CUSTOMER	PROBLEM	BY
12/15	8:00			POWER ON	RC2
12/17	10:30	3:30	TBM - HANLOWELL SMITH	CHECK OUT	
12/18	11:00	1:30			
12/18	1:30	4:00			
12/18	5:00				
	10:30	1:00			
	1:00	5:00			
12/23	8:15	8:45			
	7:45	12:00			

WEEKLY TIMESHEET

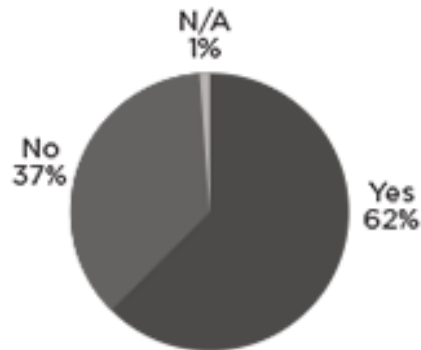
	Mon	Tu	Wed
Start Time	9AM	9AM	
End Time	5PM	6PM	
Reg Time	8-	8-	
Over Time		1-	

Processing Payroll: Industry Snapshot

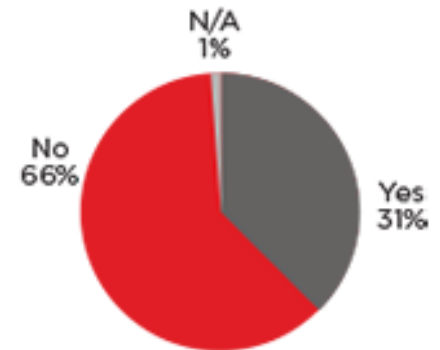
How Small Businesses Process Payroll



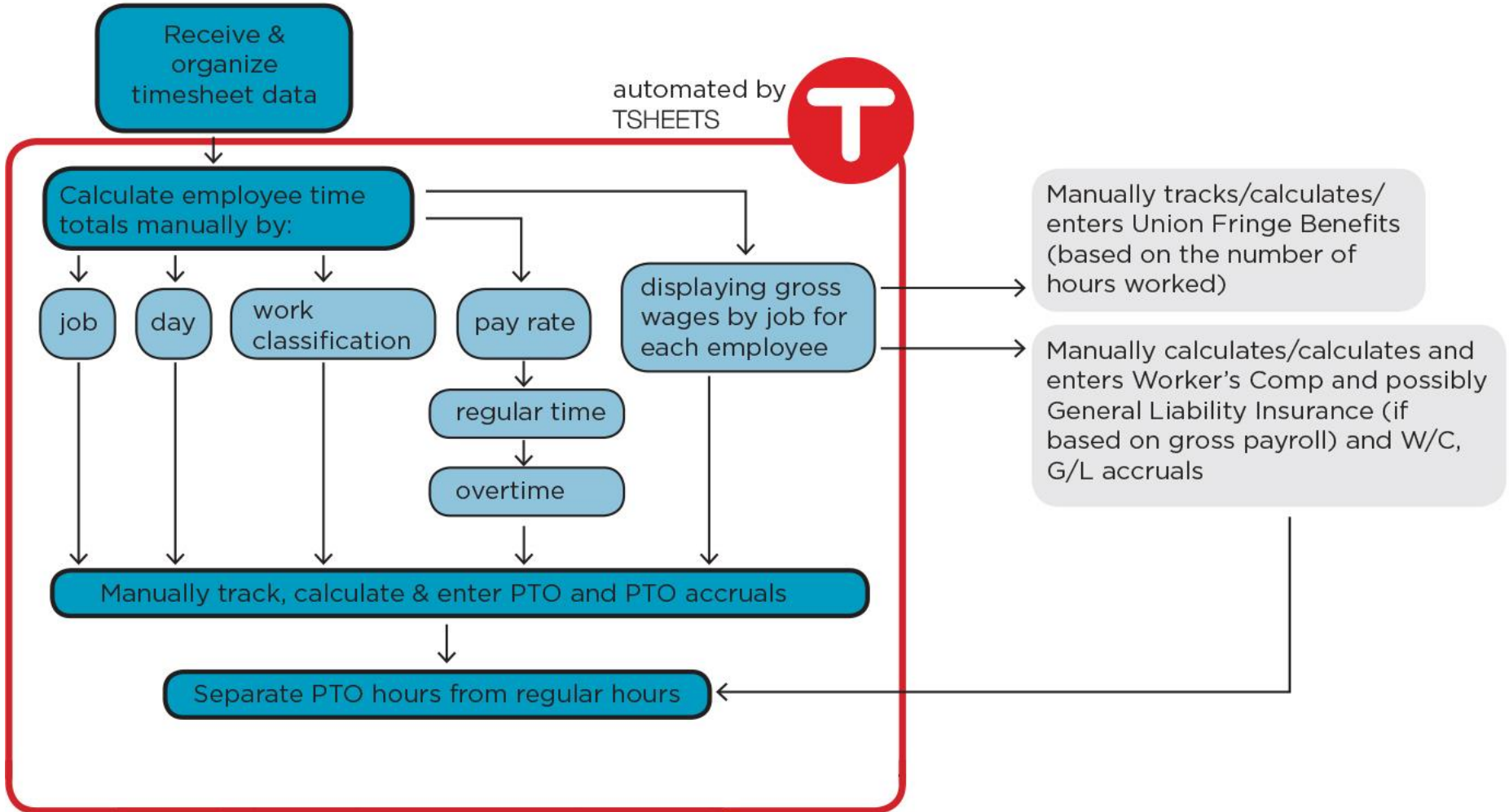
Use a Spreadsheet



Payroll System Tied to Accounting



THE PAYROLL PROCESS



THE PAYROLL PROCESS continued



automated by
TSHEETS

Hand key each employees' timesheets

Break out standard time or overtime hours against:

job

customers

service or cost codes

pay rates

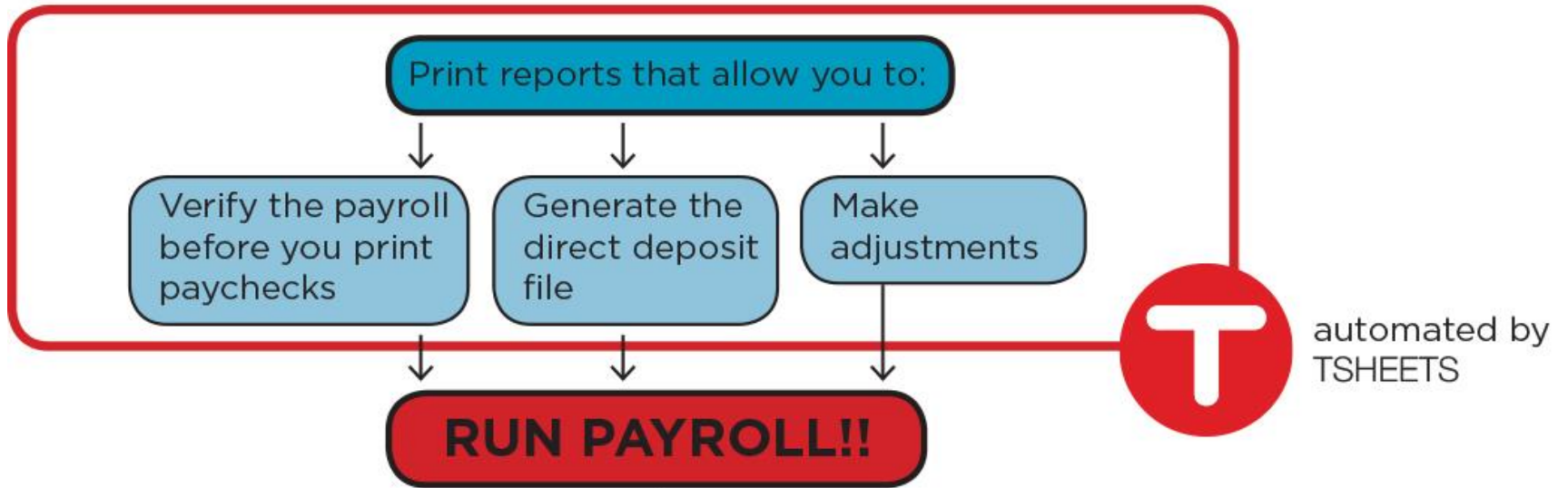
Calculates other deductions (insurance, child support holdings, or union dues.)

Calculates other company contributions for co. paid health insurance, union fringes, 401(k) company matches, etc.

Calculates payroll taxes using paper tables and formulas

Yes there are bookkeepers that still do this!

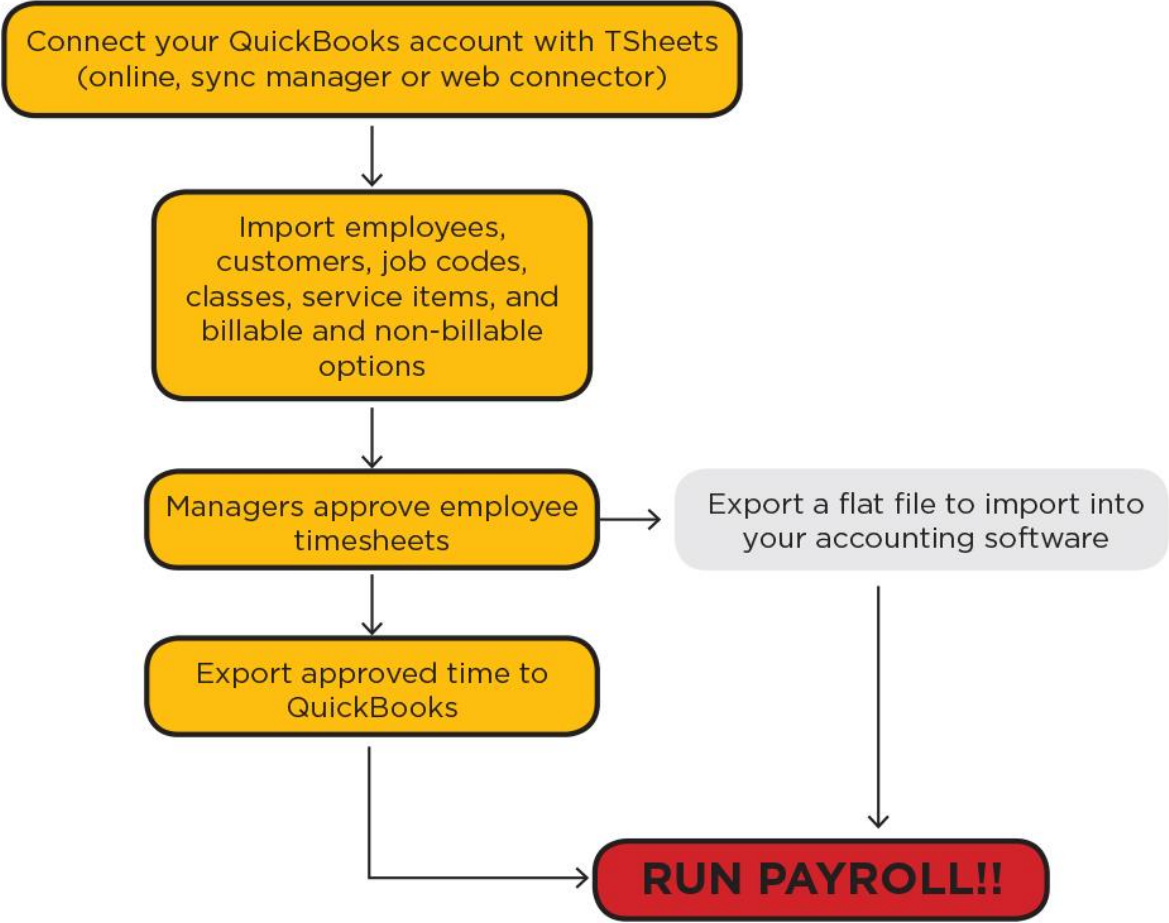
THE PAYROLL PROCESS continued



Now you have an alternative to the manual organizing, tracking and entering of key information required to run PAYROLL...

- Ⓟ Overtime
- Ⓟ PTO
- Ⓟ Time against projects, jobs, customers
- Ⓟ Project-based pay
- Ⓟ and much more....

THE PAYROLL PROCESS WITH



THE PAYOFF!

- Payroll is no longer a dreaded day in the life!
- Create more time to grow your business
- Clients have insight into their companies they've never had before:
 - Mistakes found faster
 - Payroll errors eliminated
 - Overtime expenses reduced (w/OT alerts in place)
 - Job Costing is exact
 - Billing/Invoicing efficiency



“I export my timesheets to QuickBooks and
BAM!
Payroll is done”
-Brett, via apps.com

Poll Question #3

Do you hear from your clients ever ask you for time tracking solutions?

1. Yes, all the time for payroll.
2. Yes, but it's mostly for job costing and/or billing and invoicing purposes.
3. It may have come up before but it's not frequently requested.
4. No, never.

ABOUT SHEETS

Web-based employee time tracking & attendance software

...that employees  and actually use!



“I have much faster insight into the status of our consulting projects and my team loves TSheets for its ease of use! I could not get the granularity with QBO alone.”

- Jim Brown, Coil Group

ABOUT SHEETS

- **Founded in 2006**
- **Thousands of companies**
- **31 different countries**
- **100% year-over-year growth**
- **Technology built around customer feedback**



“TSheets has really helped me **save my company money**. Billing time and materials work is a breeze and there is no more hunting down timesheets. This system has been a gift.”

-Jennifer Reed, One Call Construction

Take a look inside
TSheets with
Victoria!



TOP FIVE

REASONS TO AUTOMATE TIME TRACKING

- 1 Pay employees for **time actually worked**, not scheduled time.
- 2 **Avoid payroll errors.** Calculating time from manual timesheets is prone to error.
- 3 Ability to calculate **job cost** giving you insight into your business whether or not you have hourly employees.
- 4 **Avoid overtime** by tracking time every day and setting overtime alerts before incurring the cost.
- 5 Avoid manual entry and **reduce the administrative time** it takes to generate payroll.

**SAVE 2% OF GROSS PAYROLL COSTS
EACH YEAR (APA)**



Is TSheets a fit for you client?

THE CHECKLIST

Do your clients struggle with any of the following?

Have hourly employees

Use QuickBooks payroll

Manually track or enter employee time

Have a mobile employees or multiple locations

Desire confirmation of employees work locations via GPS

Need insight into who's working - in real time

Use paper timesheets and spreadsheets to run payroll

“Our company has finally found **the perfect time management solution.** TSheets.
We use QuickBooks and the two interface seamlessly.”

-Mike, via apps.com

CALCULATING PAYBACK



Company "A" has...

- 8 employees
- Average hourly rate of \$15.00
- 80 total hours per pay period

APA estimated savings: \$5,491.20*

*Total saved does not include \$\$ saved from payroll administration, invoice generation and reduced overtime

**Calculate your payback at
TSheets.com/payback**

“My payroll for 45 people has shrunk from a 6-hour drudgery to a **45-minute** necessity thanks to TSheets.”

-J. Aaron Nicholes, North Idaho Dermatology

EXAMPLE

Number of Employees	8
	X
Average Hourly Rate	\$15.00
	X
Hours Worked Per Pay Period	80
	=
Total Wage & Salary (Cost Per Pay Period)	\$9,600
	↓
Employer Taxes (10%) 1.1 X	\$10,560
	↓
APA Savings (2%) .02 X	\$211.20
	=
Savings Per Period	\$211.20
	X
Number of Pay Period Per Year	26
	=
ANNUAL SAVINGS FROM TIME TRACKING	\$5491.20
<hr/>	
PLUS \$\$\$ SAVED FROM	
Payroll Administration	
	+
Invoice Generation	
	+
Reduced Overtime	
	=
TOTAL SAVINGS	\$5491.20+

8 WAYS TSHEETS STANDS ABOVE THE OTHERS



SIMPLIFY PAYROLL & INVOICING



MOBILE WORKFORCE



GPS TRACKING



ONLINE & OFFLINE TRACKING



MORE THAN A STOPWATCH



QUICKBOOKS INTEGRATION



PREMIUM CUSTOMER SUPPORT



INSANELY EASY TO USE



Poll Question #4

Have you ever had a client who was audited while using paper or manual time tracking systems for their company?

1. Yes – it was a total mess and took me hours to sort out.
2. Yes – but it wasn't a big deal.
3. No- I've been lucky enough to never have a client get audited.



DCAA Compliance: Accurate Records

- **Employee time**
- **Track hourly time for projects or tasks**
- **Audit trail for corrections, approvals, adjustments**
- **Reports**
- **FREE TSheets add-on!**

Certified Payroll

- **Extensive report options within TSheets helps when completing certified payroll reporting requirements**

Department of Labor

- **Time-stamped system log of all actions within the account**
- **Protect your clients in the event of a labor dispute or audit**



FREE 14 Day Trial

No credit card required. Easy sign up

Then only
\$20
per month base
+\$5/month per user

“The best system for integration with QuickBooks. The integration will save you countless dollars and frustration...**the cost of this product is quite reasonable.**”

-Ajay, via apps.com



BECOME A PRO

Enjoy a **FREE year of TSheets** for your company
Share your affiliate code with your clients and get:
20% commission for you
10% savings for your referred clients

We provide all the training and support - FREE

Sign up at tsheets.com/pros

A red banner with a black circular graphic on the left containing the text 'DON'T MISS IT!'. In the center is a circular photo of a smiling woman with long brown hair, wearing a black t-shirt with 'SHEETS' on it. To the right of the photo, the text reads: 'TSHEETS WEBINARS', 'Every Wednesday', '10am MST', and 'Register with Greta at tsheets.com/webinars'.

DON'T MISS IT!

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