## THE SALES CONSULTING GROUP

A STRATEGIC FOCUS ON PAYROLL WEBINAR



## TODAY

#### **AGENDA:**

- Part I: Payroll
  - A Different Approach
  - Importance and Complexities
  - Optimization
  - Success
- Part II: Contingency Payroll
  - Support Your Team
- Part III: Managed Payroll
  - Benefits
  - Responsibilities





Feel free to ask questions during the session or use the Q&A icon in the bottom of your screen to submit them



## SECTION 1: PAYROLL









#### **PAYEE**

- Ontime
- Accurate



### **CEO**

- Retention
- Employer of choice



## **PAYROLL**

- Technology
- Strategy



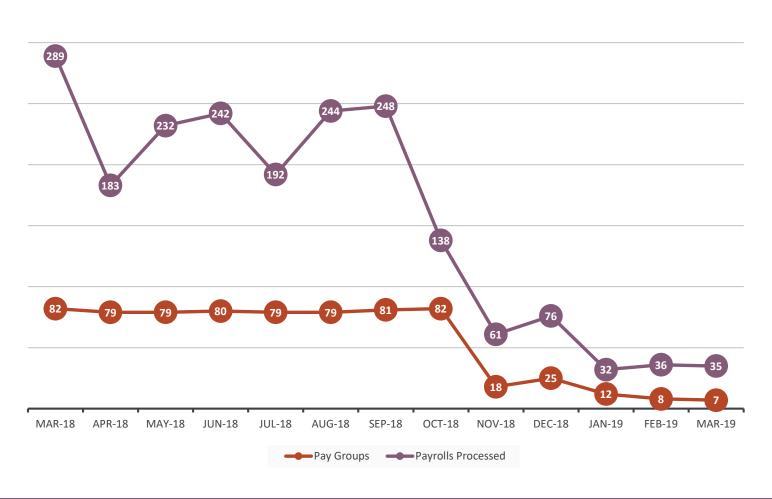
## POOF PERFECT PAYROLL FOR EVERYONE



**EXPECTATION** 









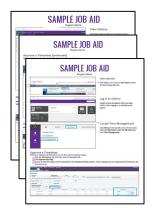
## **Strategic Initiatives:**

- Streamline your Environment
- Employee Self Service
- Integrations
- GL File
- UltiPro Mobile
- Instant Pay





#### SAMPLE JOB AIDS

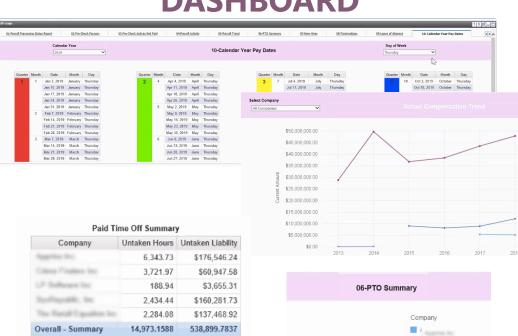


BRANDED & PERSONALIZED



MULTIPLE LANGUAGES

## MOSAIC PAYROLL DASHBOARD



PTO Exceeded

001508

001524

001534

001761

Company

The Fortal Equation in

The Rotal Equation by

Overall - Summary

Employee Number Untaken Hours

-72.0000

-24.0000

-8.4600

-0.0003

-104.4603









## SECTION 2: CONTINGENCY





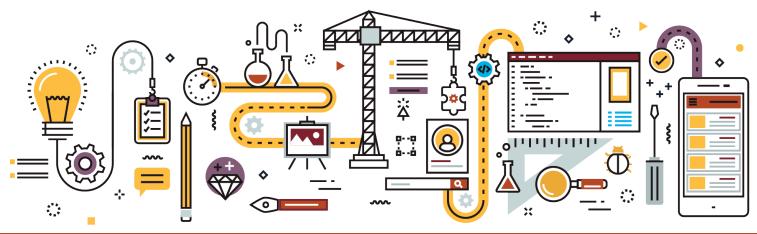
## CONTINGENCY PAYROLL

## Value:

- Peace of Mind
- Optimization
- Disaster Preparedness
- Team Support and Backup

#### **Deliverables:**

- Checklist
- SOPs
- Expert Guidance





## CONTINGENCY PAYROLL

## **Protect Your Most Important Asset:**

- Backup
  - Training
  - Vacation?!
- Strategic Focus
- Elevate them





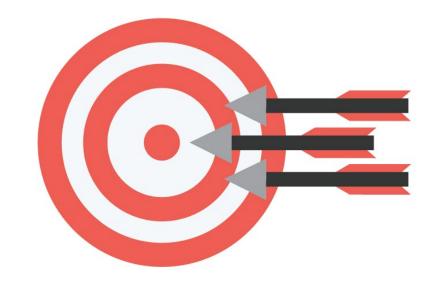
## SECTION 3: OUTSOURCING



## **MANAGED PAYROLL**

#### **Benefits:**

- Expert Payroll
- Reduced Risk
- Optimization
- Strategic Thinking
- Peace of Mind





## **MANAGED PAYROLL**

#### **Deliverables:**

- Data Entry and Manual checks
- Garnishment Management
- Retro-pay
- Tax Reconciliation
- Transmitting bank file
- Benefit vendor transmissions
- Reports and sharing reports
- Year end and year begin activities





## MANAGED PAYROLL

## **Companies That Are:**

- Proactive
- Facing Attrition
- Fast Change or Growth
- Cost Reduction













# A STRATEGIC FOCUS ON PAYROLL

QUESTIONS?