



Streamlining your technology operations

Add value with your payroll software



Technology has played a pivotal role in the accounting industry, and when sourced and used smartly, can make life a whole lot easier for accounting professionals.

Providing payroll services as an accounting firm can give that extra value to clients, which can be maximised when choosing the right technology.

Accounting professionals should be looking out for value-adds that go beyond payroll to take their service to the next level.

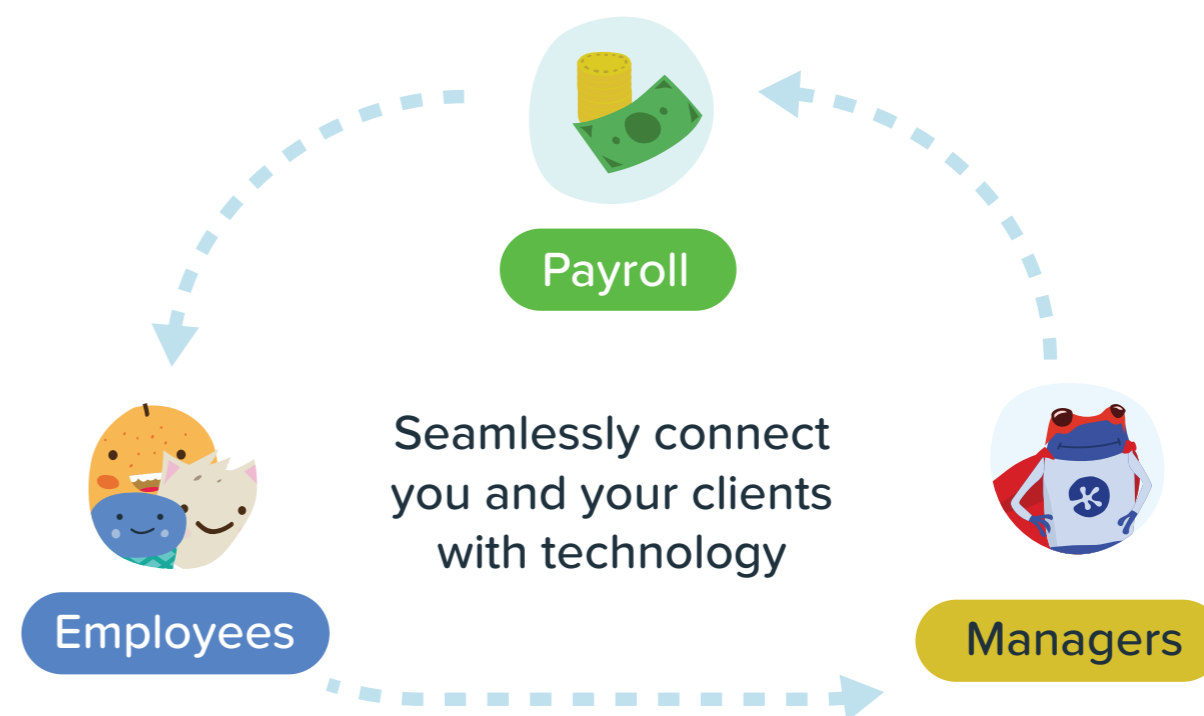


Seek an all-in-one system

Accounting professionals can use up to 6 systems across processes such as leave, time and attendance, rostering and document management before they even start processing pays. This means a lot of switching between systems and limited visibility of what's going on.

Hours of data input and duplication could be saved (and huge cost reductions made) by:

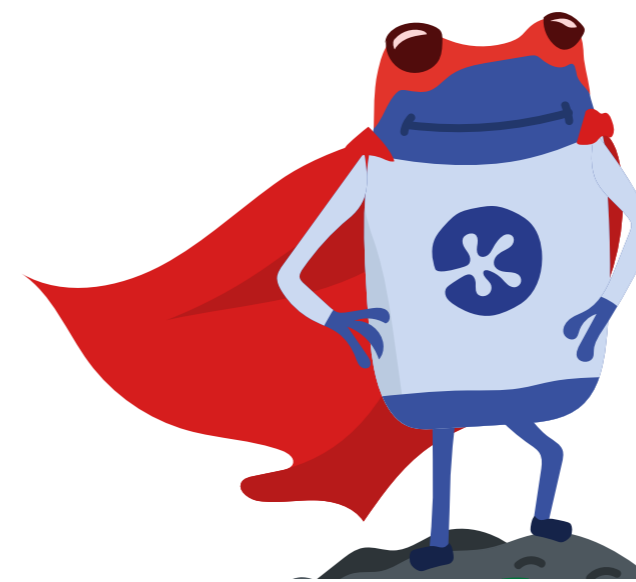
- **Finding a comprehensive system** that manages these processes end-to-end from employee to the pay run. Technology that can automate the flow of data from rostering, to timesheets, to the pay run will create a seamless payroll journey with no interruptions for the firm or their clients.
- **Reducing several platform subscriptions** to just one.
- **An open API** which integrates smoothly with accounting software - eliminating the need for spreadsheets and data dumps.



By streamlining the delivery of data required for payroll into one system, firms can connect easily with employers, managers and employees from any device. This creates a seamless process for their clients and eliminates the need to ever chase up things like timesheet data or employee information.

DID YOU KNOW?

Over 11 million timesheets are processed annually using KeyPay



Embrace the employee experience

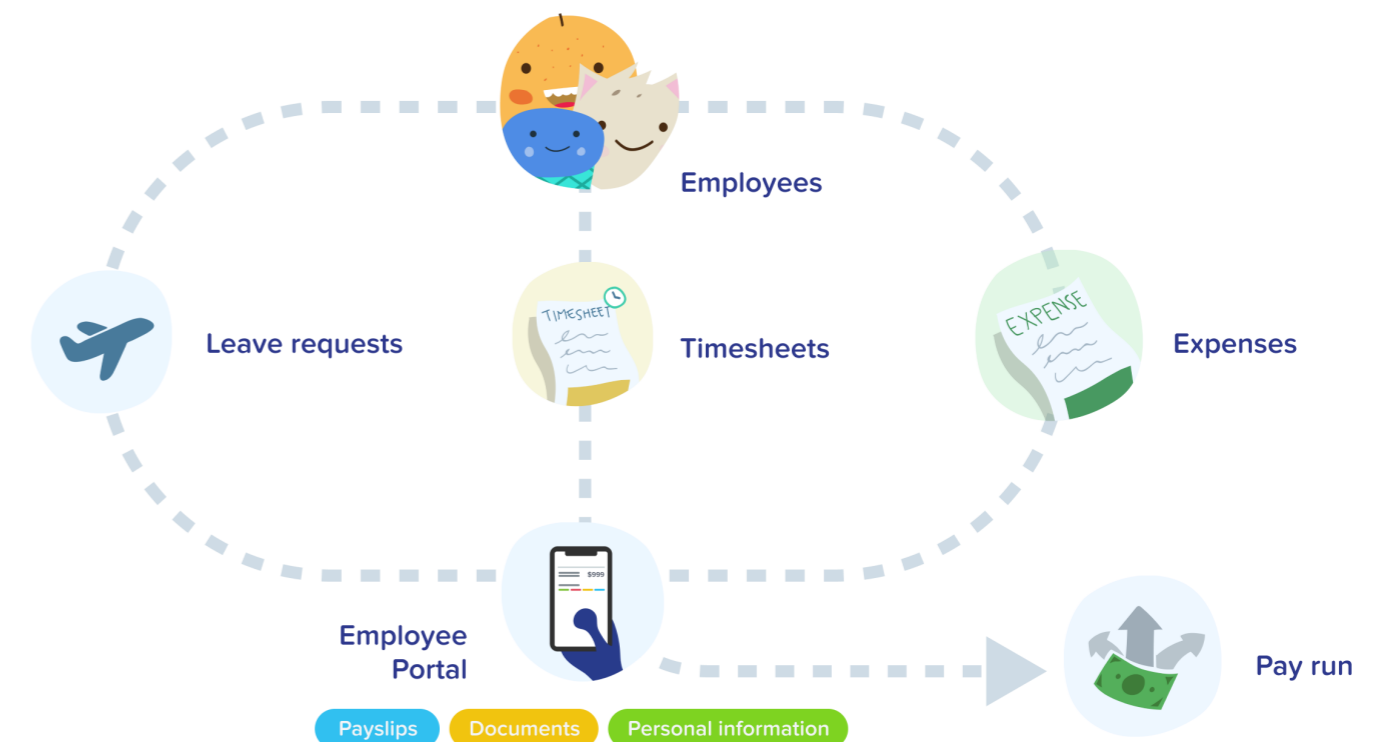
Cloud technology opens the door to an array of opportunities for accountants, employers and employees alike. Businesses are focusing more and more on the employee experience as a key business driver, and accounting firms should be getting ahead of the game and seizing this opportunity with their services.

By providing clients with a system that allows employee self service in a cloud employee portal, there are plenty of opportunities for value-adds:

- **Mobile first:** We spend 30% of our day on our mobile phones, so it makes sense to use them in the workplace. With a mobile platform, access to information is much easier, driving engagement and productivity for the employee. A rise in employee productivity can drive sales and revenue, adding value for your clients.
- **Built in trust:** Allow clients access to the platform, improving their visibility of employee data and business processes and cutting out any back and forth approvals.
- **Branded employee portal:** Employees instantly recognise the firm's brand on the employee portal which they can access online or via their mobile phones. This opens the

door to recommendations by employees for either the payroll platform itself, or for other tax services the firm has to offer. If a firm has 100 clients, and each client has several employees, that brand exposure and revenue can be quickly multiplied.

- **Shifting to a value-based pricing model:** By increasing that brand loyalty and providing extra tools to employers and employees other than payroll, this is when accountants can think about charging their services based on the value they bring rather than using the standard fixed fee model.

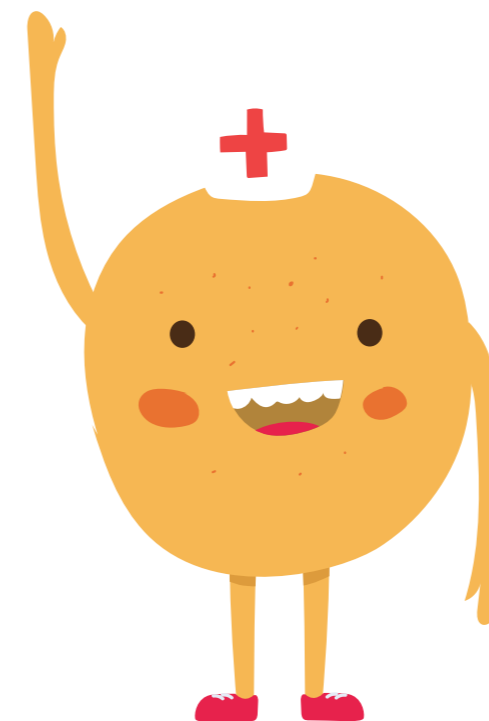


Automate your day-to-day

It's easy to get bogged down with manual calculations and processes, but not so easy to make changes and shift from the status-quo. Advances in technology are allowing accounting firms to automate traditionally manual processes, streamlining operations to free up time and focus on value-adds. Payroll automation has shown improvements in efficiencies in these key areas:

- **Automated Award interpretation:** Up to 90% reduction in payroll errors compared to manual calculations
- **Automated onboarding:** Up to 95% reduction in time spent per employee compared to manual onboarding
- **Automated data flow:** Firms can cut the time spent on payroll by 50+% by using a payroll software that encompasses rostering, time and attendance and Employee Self Service in one automated system.

As a forward thinking firm, it's vital to source the appropriate payroll technology to automate these processes to maintain a competitive advantage and continue to add business value.



DID YOU KNOW?

Over 6,500 employees use KeyPay's mobile app WorkZone every day

Streamline your firm's technology operations

Businesses that embrace new technology are more inclined to retain their existing customer base, as well as create the time savings to grow.

Rapid advancements in payroll technology have opened up a great opportunity for firms to review their existing platform, and identify where there is potential to reduce costs, improve efficiencies and streamline their operations.

Seeking an all-encompassing payroll solution that improves the employee's working life, and white labeling this service with their own branding will give accounting firms the opportunity to grow their business, increase revenue and even shift towards a value-based pricing model.

By doing so, accounting professionals have the opportunity to provide value to their clients far beyond just payroll alone.

Are you providing value with your payroll software?

Get in touch: support@yourpayroll.com.au

→ keypay.com.au

