Apex HCM By IRIS Comparative Analysis

QuickBooks/Intuit
vs.
Apex HCM

Operating a successful payroll service bureau requires powerful software. Power to handle the complexity and variety of tasks related to payroll processing with the flexibility to handle quickly changing scenarios. If you currently use QuickBooks, you know the limitations of the system regarding payroll, time and attendance and human resources functionality and how those limitations are likely hindering growth.

Most payroll service bureaus and CPA firms that switch to Apex HCM By IRIS do so to gain a competitive advantage, offer services that will help them grow, and benefit from easy-to-use, technologically advanced software built specifically for payroll and workforce management.
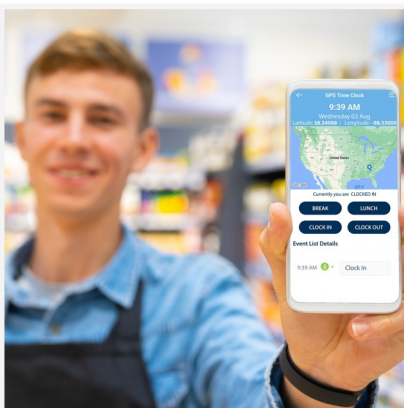
Businesses who switched from QuickBooks to Apex HCM report the following as key considerations in their decision:

1. **Full Human Capital Management (HCM) Platform**
   Human Resource and timekeeping capabilities represent large revenue opportunities. These are critical growth areas for most payroll service businesses to generate new revenue streams and respond to client requests. Most service bureaus report that a single purpose payroll system will not provide the broad integrated platform to grow their businesses. You need more services to retain clients and win new business such as:

> *"I wanted to offer add-on services like HR back-office and benefits, because payroll is more than just processing and printing checks. I went with Apex because of their history – where they came from, how they had grown, and how they planned to grow in the future."*
>   - Paul St. Martin, Owner, One Check

- Employee onboarding
- Time & Attendance
- Mobile apps
- Employer and employee self-service

- Applicant tracking
- Benefits enrollment
- ACA
- HR / Workforce Management

Industry Leading HCM Technology • Unmatched Personal Service
Apex HCM By IRIS Helps You Grow Your Business

info@apexhcm.com
P | 877.750.2739

2. **Robust, Cloud-Based Payroll Functionality**
   Strong payroll capabilities that offer more efficient operations, enhanced functionality needed for your customers to process payroll, provide user friendly customer facing and employee facing portals. APEX allows you to process many payrolls at once and set others for automatic payroll processing. You can make all your federal and state payments in batches to create more payroll process efficiencies.

   Our expanded tax functionality includes e-Filing as a standard feature and support for local taxes. Apex maintains the local taxes table, removing this burden from our bureaus, in turn, saving time and effort.

> *"We were able to tell clients, 'Instead of sending filings in quarterly, we'll run your payroll once a month and have it drafted from your account. No signing any checks. We'll make it happen automatically.' The more services we could offer, the more of a trusted provider we became to our clients ."*
>   - Chet Burge, CPA from Burge & Associates DBA Ponce Payroll Solutions

3. **Comprehensive Reporting**
   Easy and convenient access to data with the following:

   - Real-time access to payroll reports
   - Pre-process includes cash requirements and liabilities
   - Report wizard and quick reports tool
   - Run reports from historical data

4. **Scalability**
   Customers depart from QuickBooks so they can more easily scale their payroll business. Apex can eliminate manual, time-consuming process allowing you to add more payroll clients without increasing labor cost.
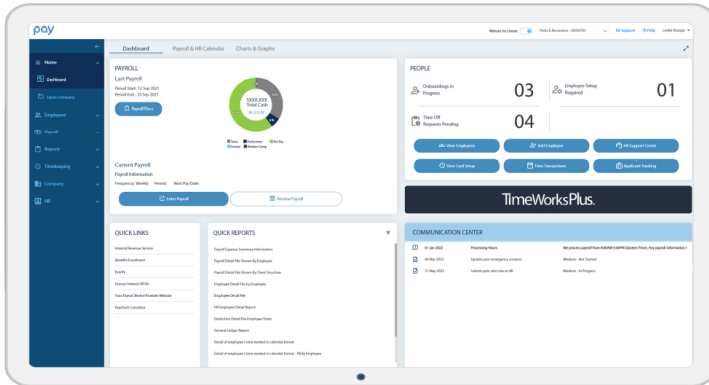
5. **Software Integrations**
   Apex HCM technology seamlessly integrates with numerous strategic partners enabling you to offer clients even more options. Our partners span every aspect of the HCM spectrum from payments, taxes, insurance, 401(k), background checks to compliance and more. Our strategic partners' offerings complement the Apex HCM platform to further increase your ROI.

Industry Leading HCM Technology • Unmatched Personal Service

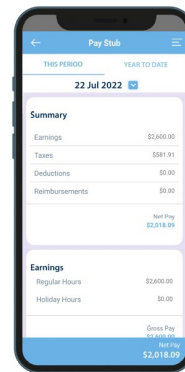Apex HCM By IRIS Helps You Grow Your Business

info@apexhcm.com

P | 877.750.2739

6. **Modern, User-Friendly and Convenient**

    The easiest to use payroll/HCM solution makes it simple for your customers and their employees to do what they need to do. The Apex HCM user experience was designed with the payroll client and their employees in mind.
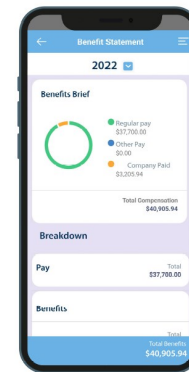

Apex's Employer on the GO, manager self-service platform is a user friendly platform where your clients can configure employee onboarding tailored to their needs from anywhere at anytime.
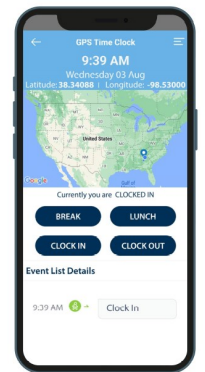
For your clients' employees, the myGO self-service application provides easy access to the data they need such as accruals, direct deposits, benefits, PTO, time and attendance, and more.

Payroll
paystub | W2 | W4
accruals | direct deposit

Human Resources
benefits | company info
onboarding | PTO

Time & Attendance
clock in & out | GEO enabled
timekeeping

"The limitations of our previous software precluded us from having conversations with certain prospects because we knew we weren't able to offer them an excellent experience. If you can't assure prospects an excellent experience, what differentiates you and your service from the next guy besides price?"

> \- Geoffrey Ludt, Ludt Payroll

7. **Apex Makes it Easy to Switch**

    Transitioning to a new platform requires additional resources most payroll bureaus do not have; Apex eliminates that with our data migration services. Apex offers full conversion assistance, on-boarding, and training with a dedicated team of implementation professionals that will augment your staff to migrate your clients' data.

apex
Human Capital Management
By IRIS

Contact Us:

Have questions or want more information about the differences between QuickBooks Payroll / Intuit and Apex software? Contact us at:

Email: info@apexhcm.com　｜　Phone: 878 313 2388

Other Resources

- Download the **"5 Key Considerations When Purchasing Payroll & HCM Software"** White Paper here.
- Download the **"Payroll Software Conversion: Easier Than You Think, More Essential Than You Know"** White Paper

Request a live, personalized demo of the Apex HCM platform here.