

New Opportunity, New Growth: **A Business Case for Payroll Services**



White Paper



Payroll Services: The Opportunity

For firms on the fence with offering payroll services, terrific opportunity remains and is increasing. Tax and accounting firms discover rewards far outweigh the commonly perceived pain-points.

Some firms are resistant to getting involved, and feel somewhat forced to offer payroll out of fear that they may lose the business of an important client because they are not a one-stop shop. They see payroll as a complex business that involves long hours, high risk, and low margins. Leadership of accounting firms believe the services require a great deal of repetitive, day-in, day-out customer touchpoints. Back office operations require a very different approach than other services offered – which explains why firms differ so much in their strategy surrounding payroll services.

However, more and more firms are realizing that recent technology and partnering opportunities are rewriting the rules, making payroll one of the fastest-growing service offerings in the profession. Times are changing, and much of the pain associated with offering payroll services is now only false perception because of new approaches in processing. Today, firms have an opportunity to expand their services with the level of material participation they are comfortable with.



Payroll Trending Up

You already know that the tax and accounting profession is changing more quickly than ever. The payroll space is also evolving rapidly, becoming one of the fastest-growing opportunities in the profession. This is due to a variety of factors, including:

Fewer Barriers to Entry

Emerging technologies, such as cloud-based software, APIs, and internet connectivity have changed the rules in the payroll space, dramatically reducing the cost of entry and allowing even smaller accounting firms to compete with the large service bureaus. Time clocks, remote time entry solutions, mobile apps, and secure client portals are all base level features in payroll software and are available to payroll providers of all sizes – these solutions level the playing field for those who aim to build a payroll client base.

Firms can now get professional-grade, production-oriented payroll software with an initial technology investment of as little as \$5,000 to \$10,000. With this level of investment, firms can offer service that rivals or even surpasses the big service bureaus. Perhaps even more importantly, they can often be profitable in their first year.

There is more than one way to successfully offer the service. Partnering for success is an approach growing in popularity. This allows you to focus your resources on marketing and selling a payroll service, while a strategic partner does the heavy lifting when it comes to delivery. Doing payroll in-house has its challenges – from cybersecurity precautions to appropriate staffing to staying on top of changing laws, including newly passed tax legislation. Many firms are focusing on building a strong base until it makes economical sense to tackle the services with knowledgeable staff.

New Staffing Demands

Technology and work-life balance initiatives are increasing the number of remote staff and employees with flexible work hours. Surveys now say that 41% of small firms have employees that work from home and 23% are moving in that direction.

10% have employees who work exclusively from home. As employers seek out solutions to facilitate remote employees, firms can be confident and ready to capitalize. Cloud-based software solutions have given firms new ways to meet the staffing demands. Not only for meeting the client's payroll needs, but even for the firm – remote work arrangements and anytime-anywhere software have made it much easier to ensure that staff is available when needed.

An Established Client Base

When it comes to attracting payroll customers, accounting firms have an important advantage over service bureaus: an existing client base with deep, established relationships.

Many of your clients may have already expressed interest in payroll, and even the ones that haven't may be interested.

Need to Shift From Compliance to Advisory

In a profession that's becoming increasingly commoditized, payroll is a rare bright spot for small to mid-sized accounting firms. To remain relevant and counterbalance loss of profits due to 1040 "do-it-yourself" software, firms must invest in additional services. Firms are discovering that having control of the client's payroll is the best way to understand the health of the organization – it provides much needed transparency into the business. These insights are needed to properly consult the business. The high number of touchpoints in the payroll process, insider's view of cash flow, and staffing activity help your firm provide immense value and position itself as a trusted adviser.

As emerging tech drives increased productivity, many accounting firms will discover an excess capacity. That capacity can often be put to use processing payroll or areas that clients value more – such as interpretation of the clients financials and giving guidance.

A Growing Segment

Demand for professional payroll services continues to grow for a variety of reasons, including:

- Unemployment rates continue to beat multi-year lows as the US economy continues to grow. Employers outsource payroll services at an increased rate to focus on the core competencies of their business.
- In times of economic growth, many business owners/sole proprietors are time strapped and very busy. This is when they hire their first employees and will reach out to their accountant for advice. Be ready to exploit that opportunity.
- Increasing government regulation that makes payroll too complicated for many employers and contractors to process in-house. The 2017 IRS Data Book reports that compliance with employment tax requirements continues to be a problem area. The IRS Data Book reports that in FY 2017, the IRS assessed 5.36 million civil penalties that amounted to almost \$7 billion. More and more business owners understand the importance of getting a professional to handle their payroll.
- Poor customer service from many national and regional payroll service companies and business client's desire a one-stop-shop for all of their business needs. Survey data says that the number one trusted professional in a business owner's life is his or her professional accountant.

New Opportunities in Traditional Areas

Just as your existing client base is a source of new payroll clients, you can often cross-sell new payroll clients on your other tax and accounting services. Clients see real value in getting a wider variety of services under one roof, and offering a more complete suite of services will attract new prospects who might not have considered your firm before.

The Year Ahead

Areas of Growth

Does your firm offer these services, or plan to in 2018?

● Already Offering

● Adding in 2018

CAS



Payroll



Wealth Management



Valuations



Litigation support



Tech Services



0% 20% 40% 60% 80% 100%

Source: Accounting Today 2018 "Year Ahead" Survey

Stronger Businesses

Payroll services offer a variety of unique advantages that can significantly improve your business. They include increased cross-selling opportunities, a more consistent flow of revenue from month to month, better utilization of your staff's work capacity, and improved cash flow.

A thriving payroll service can also increase the value of your business should you decide to sell or transition it in the future. Payroll services are traditionally sold at higher multiples than traditional accounting and tax services.

Stronger Client Relationships

Payroll is a powerful tool for increasing client loyalty. It offers you a wide variety of opportunities to interact with clients and demonstrate your value. This makes it less likely that clients will look outside your firm, not just for payroll, but for other services as well.

And because of the complexity of payroll, clients tend to stick with the same payroll provider for a long time. When you bundle your payroll offerings with other services, client loyalty for those services tends to increase as well.



Aligning Your Firm for Success in Payroll

What's Your Payroll Strategy?

Nearly every firm that offers payroll has one goal in common: to be able to confidently offer comprehensive payroll services to any current or prospective client. But the strategies by which they achieve that goal can vary widely.

Some firms choose to process every payroll in-house, some firms choose to outsource every payroll to an outside service, and many firms choose something in between. To take full advantage of this opportunity, accountants need to embrace an entrepreneurial mindset toward payroll by adopting the most appropriate systems and technology.

When it comes to payroll strategy, most firms tend to fall into one of three broad categories:

In-House Approach

In-house processing affords firms the highest degree of control over the process and it can also be more profitable than other approaches if it's handled correctly. But it does require a high level of technical knowledge and at least one staff member who is dedicated to payroll full-time.

Partner-Sourced Approach

Firms may also have clients who want to process their own payroll. In these cases, hosted accounting software solutions can give clients the tools they need to process their own payroll in a way that's integrated with the firm. Firms in this category choose to partner with a trusted service provider to meet most or all of their clients' payroll needs. This enables firms to benefit from the client loyalty and steady cash flow that come from offering payroll, without the staffing requirements or technical knowledge required to process it in-house. Partner-sourced payroll is also easier and faster to implement than in-house processing.

Hybrid Approach

Many firms choose a hybrid approach, processing some payrolls in-house and outsourcing others to a payroll service. Often, they do this by creating a tightly defined business model, defining certain client types and sizes that they can efficiently process in-house. They then refer payrolls that don't fit this model to an outside payroll service. For example, a few client payrolls may be too large or complex to be profitable. In these cases, an outside payroll partner enables the firm to provide payroll without processing it.

This approach enables them to maximize profit on a client-by-client basis, tailor their payroll business to their desired staff size and goals, and confidently offer payroll services to every current and prospective client.



Payroll Strategies Compared

	Process payroll in-house with professional service bureau software	Outsourced approach teamed with a payroll service bureau	Hybrid approach	Client handles payroll and firm handles tax compliance after-the-fact
Your time spent	🕒🕒🕒🕒🕒	🕒🕒🕒🕒🕒	🕒🕒🕒🕒🕒	🕒🕒🕒🕒🕒
Your firm's risk of errors	✖✖✖✖✖	✖✖✖✖✖	✖✖✖✖✖	✖✖✖✖✖
Your compliance liability	📋📋📋📋📋	📋📋📋📋📋	📋📋📋📋📋	📋📋📋📋📋
Cost to implement	\$ \$ \$ \$ \$	\$ \$ \$ \$ \$	\$ \$ \$ \$ \$	\$ \$ \$ \$ \$
Payroll knowledge and technical expertise	✅✅✅✅✅	✅✅✅✅✅	✅✅✅✅✅	✅✅✅✅✅
Time to implement new service	🕒🕒🕒🕒🕒	🕒🕒🕒🕒🕒	🕒🕒🕒🕒🕒	🕒🕒🕒🕒🕒
Access to tax expertise	👎	👍	👍	👎
Profitability	High*	Med	High*	Low
Risk SCORE	24	6	19	26

*If executed with best practices, and established payroll base



What's a Successful Payroll Strategy?

Aligning Your Firm for Success in Payroll

In-House Approach

- Must have an “all-in” commitment to be effective
- Requires dedicated and knowledgeable staff
- Highest degree of risk and investment
- Can be most profitable if managed well
- Surround yourself with payroll leaders and alliances

Partner-Sourced Approach

- Focus on your firm's core competencies
- Expand service offerings and client loyalty
- Faster to implement
- Steady cash flow with low investment
- Confidently offer payroll to all current and prospective clients
- Welcomes unexpected resource demands



Technology Components: Software and Hardware

In the past, firms that were new to payroll selected a software solution first, then made a heavy investment in hardware to meet the requirements of that software. Although this is still sometimes the case, there are far fewer concerns with hardware today than in the past. This is largely because hosted software solutions and cloud-based delivery have reduced the hardware footprint needed to support payroll services.

Why the Cloud is More Than Just Hype

Cloud-based payroll systems enable you to begin offering payroll with a smaller initial investment in hardware; in fact, your current hardware and network may be more than adequate to support cloud-based payroll software. The cloud also eliminates a variety of indirect costs, including software updates and other IT maintenance.

Client Portals

Any payroll system you consider should offer client portals for payroll time collection and payroll delivery. Portals are an exciting new option for small to mid-sized accounting firms that can improve the accuracy of your data entry, elevate client service, and ultimately increase margins.

Other Critical Software Features:

Today's solutions must have some flexibility to operate in both a PC and iOS (or Apple®) environment. Hand-held and tablet products are going to continue to be an important component for software solutions not only for the firms, but also for clients and the clients' employees.

As a final note, it's important to base your software selection on real-world capabilities, not just a name. The rules have changed in the software space, and the companies that were at the top of the list 10 years ago may not have what it takes to compete in today's environment.

One of the most important components is proper positioning of necessary resources for the clients. Proper client processing (direct deposit) are now requirements of proper client management. In addition, today's clients demand convenience of online reporting and easy employee access. These need to all be supported around additional auxiliary payroll services.



Staffing for Payroll Services

Choosing the right staff and deploying it properly is absolutely critical to your payroll offering. Payroll is a major factor to an accounting firm going with an in-house approach and may be the highest priority factor in your firm's approach to payroll.

There are a variety of important roles to consider, including:



Know Your Customer: What Does a Payroll Client Look Like?

Bookkeeping Staff – At firms that are new to payroll, it's common to assign the bookkeeping staff to payroll services. This can be a good way to operate, particularly in the early stages. But as your payroll business grows, you may want to consider transferring some or all of the business to one or more payroll specialists.

Payroll Specialist – Payroll specialists provide a strong backbone for your payroll clients. Some firms assign each client to a specific payroll specialist, who will be their primary point of contact, while others distribute payroll workload on an ad-hoc basis as it comes in.

Obviously, an understanding of payroll and payroll taxes is an important trait to look for in a payroll specialist. But there are also other less obvious factors to consider. Do they have good customer service skills and a desire to handle that part of the business? Are they good at math? Do they have the skills to manage their time and cope with the constant deadlines of the payroll business? Payroll requires far more customer interaction than most other accounting services, so these are all important questions to ask.

Managers – As you grow, you'll need to consider the roles of managers in your firm. Remember, the best technician does not always make the best manager. The management position can be a challenging one to fill, but the right one can greatly improve your chances of success. Take advantage of current staff who have the skills to manage the sales and marketing process or hire a sales person to facilitate your program.

Special Scheduling Considerations – Payroll is time-sensitive. It has frequent deadlines and requires in-depth government reporting.

You need a diverse and qualified staff, not only to meet the expectations of the client, but also to meet the complicated scheduling requirements of a payroll business.

The level of staffing required can vary widely, even from one week to the next. So it's important to find a staff that can stay flexible and adapt to the fluid nature of the payroll business.

Better Staff, Better Results

A qualified staff member can often manage as many as 80 payroll clients, while the best staff members can manage 100-120 clients or more.

With this in mind, it's easy to see how finding the best staff members can have a strong impact on profitability.

Before you enter the payroll business, it's important to create a profile of the type of clients you prefer to serve. You can then gear your services to these clients, and possibly refer the small number of clients who do not fit the profile to an outside service—preferably a trusted partner who supports and understands your company and will not compete with it.

It's often useful to group potential payroll clients by size, according to the number of employees they have. This scale may be a useful guide:

Small - Less than 25 employees

Medium - 25 to 50 employees

Large - More than 50 employees

Serving clients of comparable size can help streamline your processes and drive overall efficiency. With that in mind, what's your firm's sweet spot? It's important to recognize it and allocate your resources accordingly.



Marketing and Branding Payroll Services

Those of us in the tax and accounting profession aren't always comfortable or skilled with marketing and branding. But they are far too powerful to ignore. Taking the time to arm yourself with the right marketing and branding tools will give you the greatest opportunity for success.

Marketing and branding are a common point of discussion today. Branding requires a conscious effort to grow. A decision to advancing payroll is really about identifying the business owner skill set and making a decision to be more entrepreneurial.

Get involved with your community – recommend brushing up on your networking skills. Talk to the business leaders so that they think of you when they have a question or problem in their business. This will open the door to new business.

Branding Your Payroll Service

Once your payroll service gets off the ground, you may want to consider branding it separately from your other accounting services. This can do a lot to increase awareness of your payroll services in the market, to increase your perceived level of expertise, and to gain visibility with a larger audience. Payroll services are drastically different than traditional firm services – and clients have higher services expectations. Perceptions from clients are that the accountants may not be reachable 24/7, and may not be able to get back to you right away on that burning question (especially during tax season). Payroll must be looked at differently.

Give Your Website a Facelift

Prospects are trusting you with their payroll and this means your website should be modern, professional, and provide all of the same resources offered by national service providers, e.g., client portals and ability to get online pricing estimates.

Selling Your Payroll Services

First, the good news: it's much easier to sell payroll services than tax and accounting services. Businesses that want to change their payroll provider generally do so quickly, and the transition process can happen quickly as well. But when you begin selling your payroll service, it's important to recognize that you're selling to two very distinct audiences: current clients and prospects.

Takeaways

Marketing – Savvy marketing will generate a pipeline of leads, which your sales department can then turn into new clients.

Sales – Payroll is a valuable tool for winning new clients. But you'll need to make sure your sales and marketing staff has the tools they need to sell it. You might even consider taking on an employee who is dedicated solely to new client acquisition.



Marketing to Current Clients

Your current tax and accounting clients are your best payroll prospects. You already have relationships with them, you know how they work, and you're familiar with their needs. When marketing your payroll services to them, it's important to find out how they're currently handling their payroll needs. Some use national firms like Paychex and ADP, while others use regional payroll firms and still others handle their own payroll.

Make sure your marketing efforts take into account your clients' past experiences with payroll, and the way they prefer to work. A combination of three to four of the following approaches is generally effective:

Tax season appointments and annual tax planning meetings in the summer and fall. Simply mention that your firm offers a streamlined, customer-focused payroll service system that can help make them more successful.

- **Client Education** – programs that include client emails and blogs or newsletters.
- **Staff Education** – programs to ensure your staff understands your goals and help offer the opportunity when they recognize it.

The business environment is changing and all businesses are becoming more diverse in their offerings. Protect your clients – if you're not serving them and adding value to your service, somebody else will.



Marketing to New Prospects

To really take your payroll business to the next level, you will need to branch out to new prospects. And that requires a sales and marketing program and specific staff members tasked with that role.

Some additional areas to consider relating to sales and marketing as you contemplate the opportunity include:



Ancillary Services and Partnerships

While the actual payroll processing is likely to be your biggest source of revenue, there's always an opportunity to improve profitability. And payroll can also provide you with ancillary income streams. Recognize that these services can be an important contributor to your payroll profits. So get comfortable with proactively promoting them—don't wait for clients to approach you. After all, you're perceived by them as their most trusted advisor, one with a high-caliber network of partners. They look to you for ways to make their payroll process easier, so just do it, as the saying goes. Hint: tax compliance meetings are a great opportunity to have these discussions.

These offerings have become increasingly important to payroll-focused tax and accounting firms that want to boost profits and stay competitive. You need these service offerings to not only rival the big services bureaus, but also most small-to-medium firms that offer payroll services today (in other words, your peers). To jump-start your payroll business—whatever level it's at now—here are ancillary services worth considering. They include:

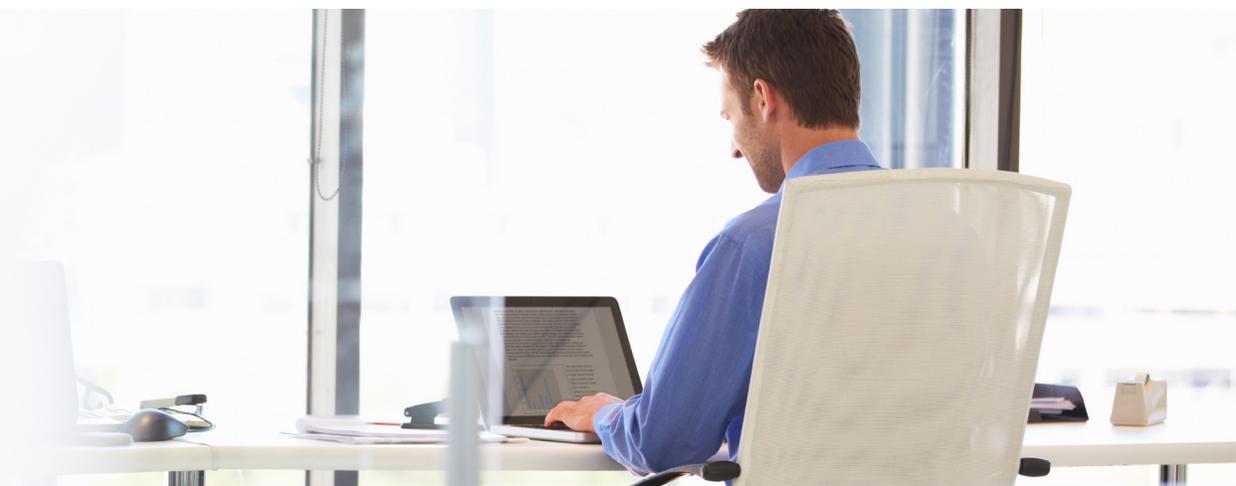
- **Time Clock Re-Seller Programs** — Demand for integrated time clock solutions is trending up, thanks to increased regulation and reporting needs and the added complexity of the ACA, EEO-1 reporting requirements and questionable overtime rules. It's in your best interest to electronically collect time and payroll data. It is recommend researching several re-seller programs, many of which offer white-label solutions and resources to help you get started.
- **Pay-As-You-Go Workers' Compensation** — With pay-as-you-go workers' comp, insurance providers receive information and premiums are calculated, based on the actual payroll amounts, each time the payroll is processed. This benefits your clients in several ways: it eliminates large premium down payments, there's no monthly billing for finance fees, it minimizes audit adjustments, and your clients enjoy improved cash flow management.
- **Background and Drug Testing** — Employers who conduct background screenings greatly reduce the risk of employee theft, fraud, and embezzlement. Background screening should be discussed with all your clients, to educate them on the fact that it can save a company thousands of dollars by helping to prevent a bad hire. Thomson Reuters CLEAR® offers these services, and we also partner with National Crime Search (NCS), which gives you access to a national criminal directory that covers all 50 states and offers the option for you to set up a personalized website for your account.
- **Labor Law Posters**—Let your clients know that the posting of current state and federal labor laws is a mandatory requirement for all US businesses. Too many business owners are unaware that posters must be updated whenever there's a mandatory change, which could happen any time during the year. Many firms offer their clients an annual subscription to keep them in compliance, or even provide free posters to non-clients as an incentive to gain their business.

These services might start as nominal revenue generators, but over time they can grow into a significant income stream for the payroll division and boost profits. They also offer possible areas of specialization that can help to differentiate your firm. Remember, the more products and services you have in place with your clients, the "stickier" your relationship will be. Payroll is a constantly changing field, so it's important to build a network of support systems that can help you fill any gaps.

As you analyze how you're going to tackle the sales component of your firm, realize that marketing is different from sales. Marketing is the means by which you fill your pipeline with leads that turn into prospects. Sales is turning those prospects into clients. Some people are good at both, while others tend to be better in one area or the other.

What's Your Support System?

- Telemarketing programs; these can be internal or external. The key is finding one that fits with your goals.
- Canvassing – introducing your business to other businesses in the community.
- Referral partner programs that involve strategic alliances with other service professionals.
- Chambers and civic groups.
- Professional associations, IPPA, APA.





Pricing Structure: Bundled or Unbundled?

Pricing seems to be almost standardized in the industry. What is missing is the client experience in building value and a relationship with the client. How can we help the client be a better business owner?

Bundled

Bundled pricing provides clients with a single, flat fee for all the services they receive from you. This makes it easier for clients to budget and more difficult for them to haggle with you over individual services. Bundling can be an effective sales tool when you're trying to get a new payroll business off the ground. Price is often the chief concern when you're speaking with prospective clients, and it is often advantageous for you to try to refocus the conversation on other attributes of your services like efficiency and customer service. Bundled pricing can do this by offering a simple pricing structure that limits discussion about the prices of individual components.

It's often wise to use bundling as a tool for attracting new clients, then unbundle services later once the client has seen the value of your services.

Unbundled

A variety of studies in payroll and other industries have shown that unbundled pricing can increase revenue by 20-50% compared to bundled pricing. Payroll offers a variety of billable services beyond check writing that can be valuable revenue sources when unbundled.

Positioning unbundled fees that were previously bundled can be a challenge, but clients are often surprisingly receptive to it when it's presented properly. The key is to be organized, efficient, and educated, and to commit to a direction once you've chosen it.

Whichever model you choose, it's important to do fee reviews on a regular basis, and to raise fees when possible. It's also important to prepare a budget and closely track revenue and expenditures related to your payroll business. You must price for profitability. Seeking consultation that can help direct you on payroll pricing is also an option.

It's true that pricing for profitability may cause the most price-sensitive prospect to look elsewhere, but that's not necessarily a bad thing. Weeding these clients out will allow you to serve other, more profitable clients instead. If you are confident in your pricing, it will greatly increase your chances of success and land you better clients.



Is it Billable?

Don't forget to evaluate any additional services you begin to provide for your clients as your relationship progresses. Should you be billing for those services? For example, workers' compensation audits and report generation for unemployment claims are two extras that payroll services often provide as a "favor" to clients, but in fact should be billable. Other services for which it often makes sense to collect additional revenue include:

Quarterly Processing – Regardless of the decision to bundle or unbundle fees, you should consider charging for quarterly processing. This process is time consuming and important. It is an easy way to show the client the work required to accurately report the quarterly payroll taxes for the cost of the process. Additionally, many clients require additional state and local agency reporting. These are reporting requirements that take time, education, and effort.

Annual Reporting – Similar to quarterly processing, the annual year end reporting requirements of W-2s and 1099s are generally additional, billable services. These are additional opportunities to produce information that is valuable and appreciated.

Other – There are a variety of other billable items that are directly related to the payroll processing function. They include:

- Electronic copies of historical records
- Compliance posters
- Retirement plan reconciliation
- New hire reporting



Risks in Payroll Services

There are risks which can be addressed by taking the proper action. Use this knowledge to find a solid direction for your payroll position.

Problem Clients – Just like your other business areas, it’s important to be selective about the clients you choose to work with. Often, the warning signs of a problem client are apparent from the first meeting. For example, if a client haggles over every detail or is chronically late providing information, they may cost you money in the long run. Learning to weed out difficult clients at the beginning of the process can save a lot of concern in the future.

Banking – Payroll services often require direct deposit of employee paychecks. That most often requires an ACH account with a bank or an ACH service to provide direct deposit services. Consider a bank or service that gives you the best risk mitigation to keep an efficient operation.

Tax Payments – You can reduce the risk of a late or incorrect tax payment by keeping your systems and software working efficiently. It is worth noting that if your systems and software are not well designed and managed, late or missed tax payments can cause not only concern but steep penalties and interest from government agencies.



Pre-Launch Checklist

- Commit yourself
- Educate staff and consider hiring needs
- Consider branding and marketing
- Select, test, and implement your software systems
- Operationally document systems and processes
- Document sales and marketing systems and processes
- Arm your firm with proper support systems
 - Banks
 - Pay cards
 - Human resources
 - Work compensation options
 - Time clock
 - 401K providers
- Establish internal service roles
- Evaluate marketing options
- Invest time and resources in sales
- Invest time and resources in operations during growth
- Consider office dynamics
- Upgrade office space and any equipment

What's Your Strategy?

Does your firm fit one of the categories above? If you're not sure, we've created a payroll strategy tool that may help you determine the payroll strategy and level of involvement that's right for your firm.

You'll find it, along with a variety of other helpful resources, at [Tax.TR.com/Accounting-CS-Payroll](https://www.tax.tr.com/Accounting-CS-Payroll).



Commit to Success

Proper commitment is always essential. It not only escalates the opportunity for success and advancement of the business but it also allows you to properly service the client and their employees.

To make payroll a viable option, you'll need to assess your current skills and time obligations along with those of your staff. It is possible to experiment with the concept of providing payroll services without completely committing. But if your goal is to be successful and grow your payroll business, an all-out commitment is much more effective. When you are committed, day-to-day challenges become less discouraging and your focus is on long-term goals for your employees, your business, and yourself. This leads to a more enjoyable journey to success and greater satisfaction once you achieve it.

Thomson Reuters®

Thomson Reuters is a leading provider of business information services. Our products include highly specialized information-enabled software and tools for legal, tax, accounting, and compliance professionals combined with the world's most global news service – Reuters. For more information on Thomson Reuters, visit tr.com and for the latest world news, reuters.com.

Accounting CS Payroll

Designed for firms that want to handle payroll processing in-house, **Accounting CS Payroll offers convenient options** for paperless delivery and remote data entry using the latest in web and mobile technology. It accurately performs payroll calculations for you, bringing you new opportunities to grow your payroll business and handle complex payrolls with confidence and accuracy. Discover our payroll software for accountants.

Checkpoint Payroll Tax Package

Cut through the maze of federal, state, and local payroll taxes with speed and ease with the Thomson Reuters Checkpoint™ Payroll Tax Package. Our payroll products provide comprehensive and easy-to-understand reference and research tools that payroll professionals have relied on for more than 70 years.

Financial Management and Controllershship

Addresses all aspects of financial management and controllershship, including accounting and financial reporting, budgeting and forecasting, cost and cash management, business combinations, and internal controls and risk management. Plus, sections addressing human resources and controllershship for smaller companies provide numerous diagnostic checklists and sample documents, including tools designed to help controllers efficiently complete tasks outside the traditional accounting functions.

PPC's Guide to Write-Up Services

Comprehensive resource on how to provide profitable bookkeeping and payroll services. The practical guidance, illustrations, practice aids, and illustrative IRS forms enable CPAs, staff accountants, paraprofessionals, and accountants in the industry to efficiently provide write-up services. The Guide explains how to select software, accept clients, process data, and perform payroll and write-up services efficiently and while meeting professional standards.

Contact us today: +1 800 968 8900

Visit Tax.TR.com/Accounting-CS-Payroll