



TAP Innovations is proud to present THE HCM Integrations & Analytics Hub, a collaboration with Paycor designed to accelerate and increase sales; more specifically, help You get to Platinum Club!

Engage with us throughout the newsletter to unlock new levels of success and gain that competitive edge in the HCM market.

## Feature Story

### Troy Sherry Achieves Paycor Platinum Club

Imagine the stressful dilemma of being in your last month to qualify for Platinum Club. You also have an additional problem - a six figure deal is on the verge of backing out! What do you do next? Troy Sherry, a Paycor seller, was experiencing this first-hand with his client MobileOne LLC. Troy's client wanted to retain their background check company "Accurate" when they switched to Paycor's system. In a last ditch effort, Troy reached out to TAP Innovations for help. TAP's middleware solution enabled the necessary integration, turning a potential 'no' into a 'YES!' This collaboration not only helped Troy qualify for Platinum Club, but also secured the six figure deal. Go Troy! [Discover more here.](#)



## Sales Acceleration Events: You Are Invited

Join us at our exclusive events to elevate your sales game and secure your spot at the top!

A unique TAP Roundtable on February 22nd @ 3PM (CST) "Saving The Deal: How TAP turns 'no's' Into 'YES'S' - Join Troy Sherry and bring your lost deal experiences to the table as we brainstorm real-world examples of turning setbacks into success. [Register here!](#)

A special TAP Educational Webinar on March 7th @ 3PM (CST) "Elevate Your Restaurant/Retail Sales With TAP" - Learn how to leverage our POS solutions (Toast, Aloha and more) which are guaranteed to increase your sales and leave customers raving! - A must-have in your Paycor sales toolkit. [Register here!](#)

## HCM News

### Paycor's CDK Project Revolutionizes Auto Industry

The collaboration between Paycor and TAP has transformed the auto dealership industry, introducing a groundbreaking integration with CDK, a dealer management system dominating 85% of the market. This initiative, originally spearheaded by former VP of Sales, Mike Shumard, marked Paycor's ambitious venture into the vast automotive sector. Currently, under the leadership of David King, Paycor Sr. ERSD, the project with Cadillac of New Orleans showcases remarkable progress, boasting a perfect satisfaction score of 5/5 at its midway point. This endeavor not only showcases Paycor's innovative approach to Human Capital Management (HCM) software in the automotive industry but also signals a shift towards enhanced dealership operations and sales excellence. As the CDK project continues to evolve, it positions Paycor and TAP at the forefront of the HCM industry, promising a competitive advantage that is set to redefine industry standards.



## How It All Began with TAP and Paycor

### Enter The Paycor Edge

You remember when...The Global Pandemic was at its peak?

Picture this: You've got a sales quota to meet, you have to navigate your work because of social restrictions, and you have a project that is delayed by 3 months. If impossible were a story, Beaux Wellborn and his deal with Urban Air would be the main characters. Beaux was on the verge of losing his deal because of limited software integration capabilities for Urban Air's learning management system (Wisetail).

Well...TAP Innovations solved that. TAP did what they do best - They designed a custom solution that integrated Urban Air's LMS to Paycor and removed the MESS<sup>®</sup> in less than 2 weeks! (11 days to be exact, but who's counting anyway.)

Urban Air's parent company, Unleashed Brands, quickly became one of Paycor's TOP customers. It just goes to show how an almost ruined experience was transformed into a triumphant victory for everyone.

This foundational project became the cornerstone of a partnership that has yielded \$75M+ and counting in future business for Paycor. But more than that, it's a testament to the power of how a narrative of overcoming adversity, embracing challenges, and forging ahead can inspire action and lead to monumental achievements. The partnership between Paycor and TAP is poised to revolutionize how we meet the intricate needs of clients in Any Capacity in Any Industry. That is The Paycor Edge. Schedule a meeting to learn how you can experience the same 'TAP Magic'

Watch Beaux's success story here!



## FAQ Column

### Can TAP provide advanced reporting and analytics outside of Paycor's system?

**A:** Absolutely, When a customer needs advanced reporting and analytics that the Paycor system cannot provide, call TAP. We pride ourselves on making data actionable. In fact, we've done it hundreds of times for dozens of different industries. See how we helped Brandon Barber, A Paycor PSE, win his deal with EVO Entertainment Group.

### Can TAP integrate Paycor with a Non-Paycor ATS?

**A:** Yes! We have a knack for solving all integration situations, including Non-Paycor ATS (Bullhorn, Greenhouse, Job Diva, etc.) We have several examples of how we've designed integrations with various platforms. See how TAP helped Mike Shumard, a former Paycor VP, win a major deal with Eege's with a Workstream ATS to Paycor integration.

### Is TAP Innovations 'THE Expert' with Historical HCM Document and Data Transfer?

**A:** Yes! TAP is THE industry expert for all Historical HCM Document (And Data) Transfers. This solution can provide amazing value to any sized customer. Our capability can match smaller projects like Aaron Putnam, a Paycor account executive, asking us to move 500 documents for Universal Language Service Or something mountainous like helping Lara David, PMME, and Mike Shumard, Former VP, move upwards of 600,000+ documents for Civitas Senior Living.



Steven Eilers  
TAP Senior Sales Engineer

## Have A Referral?

Did you know that the TAP & Paycor partnership has led to \$75M+ in business for Paycor over the last 3+ years? We've helped 95+ Sellers close 150+ deals. This represents 55,000 new employees and counting in the Paycor Platform.

Do you want to land more six figure deals? Your edge is just a "TAP" away! Submit your TAP referrals below via the Paycor Salesforce Platform.

## Key TAP Stats

Did you know TAP's customer satisfaction Rating averages **4.85 out of 5** with a response rate of **70%+** while connecting **2,500** systems and resolving more than **10,000** headaches!

