



Guardian Fleet Services Says Yes to Paycor

Powered By: TAP Innovations

Picture the exciting feeling of finding a new client that wants to move from ADP to Paycor. They said yes during the sales call, and you did the math on your commissions, it's going to be a great day! Except you come to realize they have thousands of employee documents and a TON of employee data that needs to be moved before they could call Paycor their new HCM Home.

What do you do next? Brad Applin, a Paycor Enterprise Sales Executive, was experiencing this first-hand with his client Guardian Fleet Services. Brad's client wanted to migrate away from the ADP platform, but there was no solution to do it without **Manual Efforts & SpreadSheets** (MESS). Guardian Fleet Services had over 42,000 documents and data including wage history, taxes, liability forms, and benefits data from the previous 7 years.

Brad's partnership with TAP was a strategic move to not only clinch the deal but to ensure a smooth transition for GFS to Paycor. Well...when it came to data migration, TAP was the '*Efficiency Expert*'—Eliminating headaches in their tracks, facilitating the change, and converting a potential 'No' into a resounding 'YES'!

Do you have a document or data migration deal in the works? Think TAP!

You can view our complete [Product & Solutions Suite](#) here.



Brad Applin
Paycor Enterprise Sales Executive

Additional Resources



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In terms of value, over the last 3+ years, TAP has helped **95+** Paycor Sellers win **150+** deals for **135** clients, representing **55,000+** New Employees and counting in the Paycor platform! And TAP's Integrations make the Paycor Platform even 'stickier' improving Customer Retention!