



TAP Innovations is excited to present the second issue of The Paycor Edge, designed to boost your sales performance and guide you towards achieving Platinum Club status! This edition is filled with strategies and insights aimed at enhancing your success in the HCM market and strengthening your competitive advantage.

We understand the significance of not just sealing deals but also maintaining client loyalty. Your partnership with TAP is key to never missing out on a potential deal. Engage with us throughout this issue to explore how we can elevate your achievements together.

Feature Story

From One to Five: Jackie Qualley's Playbook

Ever had that heart-dropping moment when a client wants a feature that Paycor doesn't offer? It's a high-stakes situation that could mean losing the client, affecting your earnings and your shot at Platinum Club. Jackie Qualley, an Upmarket HCM Consultant at Paycor, faced this with Adam's Resources & Energy Inc. They requested a driver pay automation integration...but...like most projects, things escalated. ARE wanted three more integrations: Paycor to SMTP for email termination alerts, Paycor to TMW for staff transitions, and Tenstreet to Paycor for moving applicant data to employee records. Just when you think you're set, the trucking and client needs world throws a curveball. This became Jackie's stress point, a dilemma of ensuring client happiness. But then, The Tech Titan, TAP Innovations lit the way with a multi-integration solution, leading ARE's project to success. Now, as ARE gears up for their 5th project, remember, don't pull over at the sight of a challenge. Let TAP fuel your success journey. A highway of opportunities is always ahead, and we hope TAP is your first call before thinking of exiting. [Schedule a time with us here.](#)



Jackie Qualley: Paycor Upmarket HCM Consultant



NEW TAP PODCAST

You Are Invited

TAP Innovations is excited to announce the launch of an exclusive podcast series, specially curated for Paycor. This unique platform will dive deep into the world of Human Capital Management (HCM), offering an extraordinary opportunity to explore the latest trends, share invaluable lessons learned, discuss leadership strategies for thriving in a dynamic sales environment, and much more. As a token of appreciation, guests will receive a complimentary Chick-fil-A gift card courtesy of TAP Innovations. Eager to join this enlightening conversation and elevate your sales game? [Schedule Your Spot Here.](#) or [Email Us Directly.](#) This is more than just a podcast; it's a chance to amplify your impact, increase your visibility among peers, and indulge in some delicious Chick-fil-A on us! [Read Our Podcast Guidelines here.](#) A list of sample questions can be provided upon request.

HCM News

"Hotel California" and the Art of Finding Solutions

Who knew that belting out "Hotel California" with the band could spark a groundbreaking business idea? That's precisely what unfolded for Paycor MMSE, Jordan Tornabene at the LSU 100 Award Event last October. Amid the celebration, it was TAP CEO John Ragsdale rockin performance that made a lasting impact. This revelation dawned on Tornabene, who specializes in the Oil & Gas and Construction Software Industries. His 'connect the dots' moment happened after discovering a LinkedIn Post about TAP's Custom App for an underwater Construction company. It all came together: "TAP is The App Place". This unexpected insight transformed him from rocking to The Eagles to a visionary business strategist, leading to a meeting with his director to discuss potential ERP Software partnerships with TAP in the Oil/Gas industry. This story just goes to show how innovative solutions can emerge from the most unexpected places. Stepping into 'Hotel California' with TAP Innovations means entering a world of effortless integrations, where excellence in efficiency is not just an option but a destination already reached.



Don't get trapped in the complexity of integration. The doorway to 'Hotel Innovations' is just a TAP away. [Schedule your meeting here.](#)

Cooking Up Innovation

The Kitchen Social Story

Have you ever faced the challenge of meeting a client's specific needs, with high stakes and your reputation on the line? Heath Harding, a Major Market Sales Executive at Paycor, encountered this with a promising new client, [Kitchen Social](#).

Kitchen Social, a 5 state restaurant group, needed a streamlined workforce management solution for their fast-paced industry. This posed a great opportunity for Paycor to add a new market segment to its roster. The solution came through a collaboration with Integration Veteran, TAP Innovations.

The main goal was to integrate Paycor's HR functionalities with [Toast](#) (a POS formal TAP Partner), significantly reducing manual data entry errors and labor involved in updates. In the competitive HR and payroll integration arena, TAP Innovations shines, not just by connecting systems, but by creating value, enhancing user experience, and empowering Paycor to confidently tackle any project.

Remember, when challenges arise and the kitchen heats up, the right partnerships can illuminate the path to success. For Paycor, TAP Innovations has been that 'secret sauce', driving successful projects like the one with Kitchen Social. As their journey continues, the road ahead is bright with opportunities for growth and innovation.



[Heath Harding](#): Paycor Major Market Sales Executive



[Scott McCluskey](#)
TAP Sales Consultant

Have A Referral?

Did You Know? TAP has helped the following 13 Paycor Sellers win **15+** Deals in the IQ! Congrats to all of these Paycor Sellers: Dan Newell, Juno Kim, Andrew Kibler, Robert Callahan, Jackie Qualley, Ben Wolfe, Mike Shumard, Chelsea Larisa, Jacob Behn, Tanner Martin, John Stewart, Brad Applin, and Seth Hensen.

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

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!

FAQ Column

Can TAP integrate Restaurant & Retail POS?

A: Absolutely, Restaurants & Retail businesses spend WAY too much time with Manual Efforts and SpreadSheets (MESS) working with things like employee, time, and tip data around their HR & POS systems. We've worked with several including: Toast, Aloha, 7Shifts, Qu, CrunchTime, Brink, RTI, Infor, Custom, MICROS (Oracle), Epicor, Slice and Restaurant365. See our success in helping Paycor Brand Manager, [Christopher Bradford](#) and [Rolling Dough](#).

Can TAP enhance ERP with Paycor Bi-Directional/360 Integrations and Analytics?

A: Yes! We have a knack for solving all integration situations, including ERP (Vista, Microsoft Dynamics, Oracle NetSuite, Epicor, Sage, and more) We have several examples of how we've designed integrations with various platforms. See how TAP helped Paycor PMME, [Kathryn Ainsworth](#) and [Linestar Integrity](#).

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](#).

