



TAP Innovations is thrilled to present the third issue of The Paycor Edge, designed to boost your sales performance and guide you towards Platinum Club status! As Paycor's fiscal year ends, we're preparing for a new season of sales opportunities. This edition is packed with fresh strategies and insights to enhance your success in the HCM market and sharpen your competitive edge.

We understand the importance of closing deals and maintaining client loyalty. Partnering with TAP ensures you never miss a potential opportunity. Explore this issue to see how we can elevate your achievements together. Let's make this sales season the best one yet!

Feature Story

When Opportunity Knocks: Brandon Barber's Strategy

Have you ever felt nervous about a client's demand because the solution didn't exist within your environment? Brandon Barber, a Principal Sales Executive at Paycor, experienced this with BB Imaging, a medical imaging company operating in multiple locations. They required an integration from Paycor to Skedulo for employee onboarding, offboarding, and PTO management, but Paycor lacked an immediate solution.

Brandon turned to TAP Innovations, realizing the complexity of the project, which involved real-time updates via webhooks, demographic info gathering, employee status updates, and PTO data correlation, with error handling through email notifications.

TAP provided ongoing support, ensuring the project's success with their multi-integration solution. Despite the challenges, Brandon persevered, with TAP Innovations acting as the MacGyver of integrations. As BB Imaging moves forward, remember: Let TAP propel you to the finish line. [Schedule a time with us here to get started.](#)



Brandon Barber
Paycor Principal Sales Executive, Enterprise



New TAP Podcast

Scott Lambert Joins Platinum Club

Get ready for the premier of the Paycor Podcast next week! In our latest episode, Scott Lambert shares his remarkable success story on how TAP Innovations helped him close \$600k worth of deals, propelling him to the Platinum Club and the Million-Dollar Club at Paycor. This episode is packed with practical insights and real-life testimonials that highlight the transformative impact of TAP Innovations on Human Capital Management (HCM).

Don't miss this inspiring conversation—tune in to boost your sales strategy and achieve outstanding results.

[Secure your spot now](#) or [email us directly](#) to join in on the next conversation. Elevate your sales game, amplify your impact, increase your visibility among peers, and receive a special gift from TAP as a token of appreciation!

HCM News

Paycor & TAP Power Up KMO Burger

Who knew that a phone call from Brandon Placek at Paycor could lead to an innovative leap in payroll management? That's exactly what happened for Paycor & TAP Innovations. Brandon, a Senior Upmarket Sales Executive at Paycor, reached out to discuss the challenges of payroll processing for KMO Burger, a franchise group expanding Whataburger into Kansas & Missouri.

This collaboration aims to transform KMO Burger's payroll operations through a integration between Xenial IBOI and Paycor's platform. TAP Innovations proposed an automation solution to eliminate manual data entry, reduce errors, and streamline payroll for KMO Burger's multiple locations.

As this project progresses, it positions Paycor and TAP Innovations at the forefront of the HCM industry, promising efficiency & accuracy in payroll processing.



Juno Kim's Dual Triumphs

Closing Deals at Stream Companies

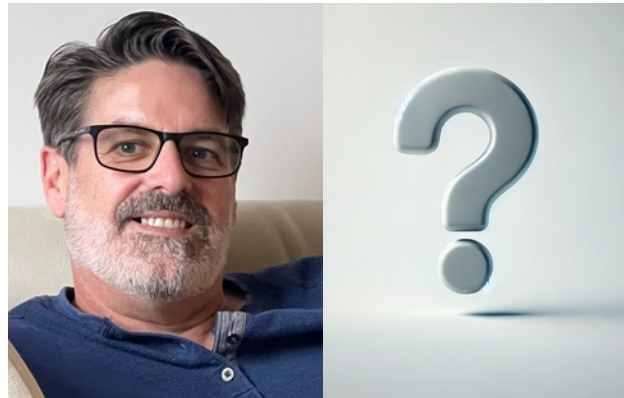
Have you ever navigated the complexities of multiple high-stakes projects, each with its unique challenges and opportunities? Juno Kim, a Senior Private Equity Sales Executive at Paycor, is excelling in this environment, managing two significant deals with Stream Companies, a premier advertising agency operating across 10+ states from their base in Pennsylvania.

Previously, Juno collaborated with TAP Innovations on a historical document and data migration for Stream Companies, setting the stage for the current initiatives. Stream Companies needed a seamless solution to manage employee demographics and status changes efficiently. The integration with Active Directory automates employee onboarding and updates using Paycor Webhooks and an SFTP server. TAP Innovations ensures smooth operations by maintaining an employee ID mapping table and providing robust error handling with real-time notifications.

In the fast-paced world of advertising, precision is everything. For Paycor, TAP Innovations has once again proven to be the indispensable partner, driving success in the competitive landscape of HR and payroll integrations. With TAP Innovations as their "secret sauce," Juno's strategic approach ensures they "get by with a little help from their friends" (The Beatles), showcasing the dynamic potential for growth and innovation, paving the way for exceptional value and seamless solutions in an ever-evolving industry.



Juno Kim
Paycor Sr Private Equity Sales Executive



Scott McCluskey
TAP Sales Consultant

Have A Referral?

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](#).

Did You Know? TAP has helped the following **22** Paycor Sellers win **25+** Deals in the 1Q! Congrats to all of these Paycor Sellers: Brad Applin, Brandon Barber, Jacob Behn, Robert Callahan, Alyssa Greenlee, Heath Harding, Seth Henson, Lauren Hover, Andrew Kibler, Juno Kim, Chelsea Larisa, Tim Laning, Cecily Macari, Tanner Martin, Tim Murcek, Dan Newell, Carly Pujols, Aaron Putnam, Jackie Qualley, John Stewart and Ben Wolfe

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 handle unique GL Conversion, Transformation, or Reporting needs?

A: Yes! TAP excels in addressing unique GL conversion, transformation, and reporting challenges that the Paycor platform can't handle. With strong GL expertise, we assist customers with these custom needs. Our implementation deal ranges from \$12,000 (one-way) to \$25,000+ (bi-directional), depending on the complexity and number of systems involved. Monthly software maintenance ranges from \$360 to \$800+, depending on connections and locations. [Learn more about how TAP can solve your customer's GL challenges.](#)

Is TAP capable of handling Mass Data Conversion for new Paycor customers?

A: Indeed, TAP specializes in Mass Data Conversion, making the migration process smooth and efficient. We have developed a mass data conversion tool to help migrate data from various source HR systems to Paycor. For example, TAP successfully handled the migration of data for over 150 customers converting to Paycor's platform, helping Paycor Sr VP of Implementations, Jesse King, preserve massive employee data. [Discover more about our mass data conversion capabilities.](#)

Can TAP provide Advanced Reporting, Analytics, and AI solutions?

A: Yes, TAP offers Advanced Reporting, Analytics, and AI solutions to help customers make better business decisions. We integrate data from multiple systems, transform it according to business rules, and turn it into actionable information. For example, TAP assisted Paycor MMSE, Ryan Ruffing, in researching integration solutions for education systems like Ellucian. [Find out more about how our advanced analytics can help you win more deals.](#)

