



TAP Innovations is proud to present the fourth issue of The Paycor Edge, crafted to elevate your sales performance and help you achieve Platinum Club status! With Paycor's fiscal year already underway, we're entering an exciting phase filled with fresh sales opportunities. This edition is brimming with innovative strategies and actionable insights to boost your success in the HCM market and sharpen your competitive edge.

At TAP, we know that closing deals and fostering client loyalty are critical to your success. By partnering with us, you'll never miss a potential opportunity. Explore this issue to discover how we can drive your achievements even further. Together, let's make this sales season the most successful one yet!

Feature Story

Paycor Scores with Last-Minute TAP Integration

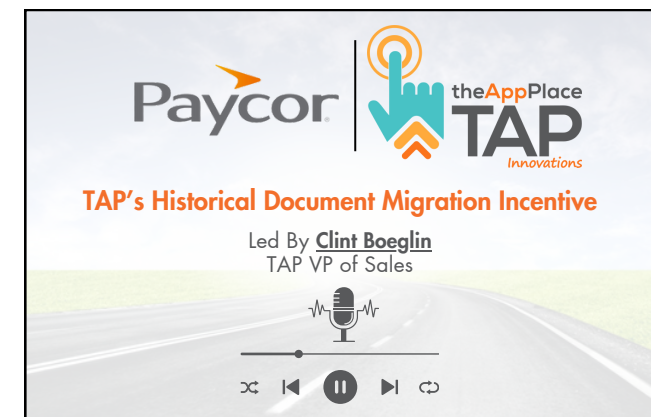
Have you ever been in a situation where a client's project seemed impossible because you didn't have the right tools to get the job done? That's exactly what the Paycor team, led by **Lynsey Boss**, Regional Sales Manager, faced when working with **Wings Over**, a fast-growing restaurant chain. They needed a quick integration between Paycor and Toast to streamline employee management, but Paycor lacked an immediate solution.

Lynsey's team reached out to TAP Innovations, knowing the complexity of the project. TAP developed a real-time integration, automating processes and reducing errors. With error notifications and ongoing support, TAP delivered within a tight timeline, freeing Wings Over to focus on growth instead of manual admin tasks.

TAP acted as the "MacGyver" of integrations, ensuring success despite the challenges. Let us be the partner that drives your success. Schedule a time with us [here](#) to get started.



Lynsey Boss
Paycor Regional Sales Manager



TAP Podcast

Paycor Leverages TAP Document Migration Solution

TAP Innovations was recently invited to join Paycor's Implementation meeting, where they showcased their powerful historical document migration solution designed to help Paycor close more deals and enhance customer retention.

Alongside this, TAP introduced an exciting Amazon referral program, incentivizing the implementations team to actively grow Paycor's customer base while streamlining onboarding processes.

Watch the full video [here](#).

A Year In The Making

TAP and Paycor Revolutionize Shepley Bulfinch's HR Integration

Who knew that a conversation from a year ago would lead to a recently closed deal between TAP Innovations and Paycor's Major Market Sales team? That's exactly what happened when **Madison Holman**, Paycor MMSE, reached out to explore opportunities for streamlining HR operations at **Shepley Bulfinch**. Fast forward to today, and TAP Innovations has successfully signed an innovative integration project for Shepley Bulfinch, to link their BambooHR and Paycor systems.

The project is designed to eliminate the labor-intensive process of manual data entry, reduce errors, and keep employee information perfectly in sync across systems.

This achievement is a perfect example of why TAP Innovations is always here to help Paycor sellers get across the finish line. By automating data flow and boosting efficiency, TAP Innovations and Paycor have once again proven their leadership in HR technology, bringing seamless accuracy and innovation to Shepley Bulfinch's operations.



Scott Tracht Powers Through

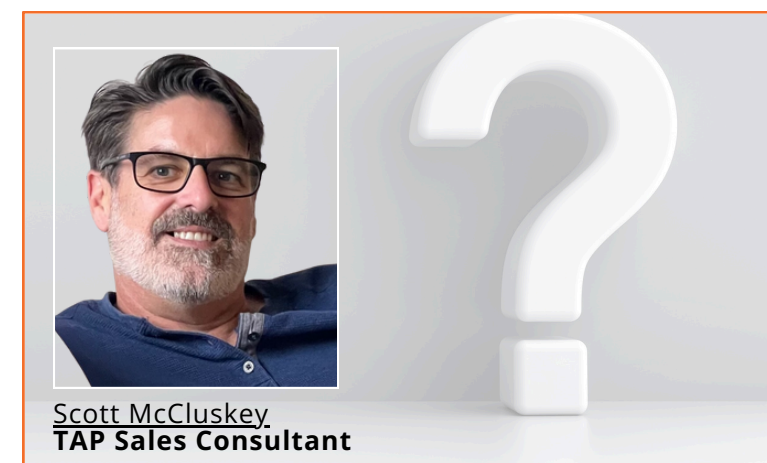
Delivering Success for J-W Power Company

Have you ever faced a high-powered project where your current tools couldn't keep up with the demands? That's exactly what **Scott Tracht**, a Senior-Major Market Sales Executive at Paycor, encountered with **J-W Power Company**. They needed to integrate their onboarding and offboarding workflow into Paycor while ensuring manager notifications remained seamless.

Scott partnered with TAP Innovations, who built an integration using Paycor webhooks to automate employee data updates and send email notifications to managers in real time. With error-handling systems in place and ongoing support, TAP ensured smooth operations and quick resolutions to any issues.

In the energy industry, efficiency and reliability are everything. J-W Power Company relied on TAP Innovations for seamless HR integrations, keeping their workflows as strong as their operations. With TAP's support, Scott Tracht's team tackled every challenge and kept J-W Power running smoothly.

When it comes to powering your business, TAP Innovations is the spark that never fades.



Key TAP Stats

Since July 2022, we've helped close **126** deals, bringing almost **100k** employees to the Paycor platform.

On average, this translates to **5** closed deals per month, and adding almost **4000** new employees to Paycor's platform each month!

Understanding Client Decisions: Insights from 580 Records

From a review of **580** records, **34%** of deals didn't move forward because clients ultimately decided not to proceed with Paycor, and **21%** found they no longer needed the solution. While **18%** of deals stalled due to a lack of response, TAP Innovations continues to provide proactive support to minimize these occurrences. Pricing concerns accounted for **9%** of the lost deals, and **3%** of clients opted for a competitor. These insights help TAP Innovations and Paycor refine their approach to better meet client needs and provide ongoing value.

FAQ Column

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 handle smaller projects, such as moving 500 documents for **Universal Language Service**, or larger projects like transferring upwards of 600,000+ documents for **Civitas Senior Living**.

Can TAP Integrate Restaurant & Retail POS?

A: Absolutely! Restaurants & Retail businesses often struggle with manual processes and spreadsheets. TAP has integrated systems like Toast, Aloha, 7Shifts, Qu, and others. For example, we helped **Rolling Dough** manage employee, time, and tip data effectively across HR & POS systems.

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.). For example, TAP helped with a Workstream ATS to Paycor integration, securing a major deal for Eegee's.

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](#).

