



As we step into 2025, we look back on an incredible 2024 filled with collaboration and success. TAP Innovations proudly supported 29+ Paycor sellers in closing 50+ deals across 6 industries, including healthcare, hospitality, and logistics. These accomplishments reflect the strength of our partnership and the shared value we bring to clients.

Together, we're setting the stage for another year of success and aiming to help you achieve Platinum Club status in 2025. With TAP by your side, every opportunity is within reach. Let's build on the momentum of 2024 and make this year even more extraordinary!

Feature Story

Aaron Putnam – Top Paycor Seller of 2024

Success in sales takes skill, dedication, and a strong partnership—and Aaron Putnam exemplified all three as the Top Paycor Seller of 2024. Closing two major deals with Valkyrie Enterprises, a defense and maritime leader with 10+ locations, Aaron helped modernize their operations and streamline HR processes. His work included managing complex integrations, such as migrating 600,000+ historical documents, setting Valkyrie up for long-term success.

Aaron's achievements showcase the power of teamwork and innovation. By aligning client needs with TAP Innovations' expertise, he delivered measurable impact, generating a six-figure value for Paycor and reinforcing their commitment to excellence. Congratulations, Aaron, on an outstanding year—here's to raising the bar even higher in 2025!



Aaron Putnam
Principal Account Executive



Jackie Qualley
Paycor Upmarket HCM Consultant

Jackie Qualley

Paycor's Second Top Seller of 2024

Coming in just behind the top spot, Jackie Qualley closed two major deals in 2024, supporting clients across energy and infrastructure. She partnered with Adams Resources & Energy, a Houston-based leader in crude oil marketing and transportation, on a multi-integration project involving various phases and systems, streamlining employee and payroll data management. Jackie also led a historical document migration for RoadSafe Traffic Systems, a national traffic control company operating in 60+ U.S. locations.

Jackie's achievements generated nearly six figures in value for Paycor, highlighting her ability to deliver impactful solutions and drive client success. By aligning client needs with TAP Innovations' expertise, she reinforced Paycor's commitment to excellence. Congratulations, Jackie, on an outstanding year—here's to even greater success in 2025!

Paycor Sellers/ Implementation Reps Who Closed Deals With TAP at a Glance

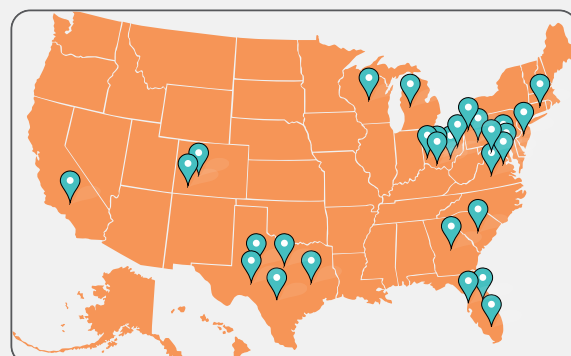
In 2024, TAP Innovations partnered with 29+ Paycor sellers & Implementation reps across the U.S. to close impactful deals. From coast to coast, our collaboration drove measurable success and transformed operations for clients in diverse industries. Explore our activity map to see the nationwide reach of our partnership!

2024 Paycor Sellers Who Closed Deals with TAP

- Brad Applin, Brandon Barber, Jacob Behn, Jeff Brooks, Robert Callahan, Alyssa Greenlee, Heath Harding, Seth Henson, Jessica Hess, Amanda Hiles, Chris Hobbs, Madison Holman, Lauren Hover, Neil Ianniello, Andrew Kibler, Marcia Landes, Tim Laning, Chelsea Larisa, Cecily Macari, Tanner Martin, Carly Pujols, Aaron Putnam, Jackie Qualley, Andrew Radtke, Cliff Soli, John Stewart, Scott Tracht, Rick Vidiri, Ben Wolfe

2024 Paycor Sellers Who Closed Deals with TAP

- Jeff Brooks, Amanda Hiles, Kelsey Barbour



Partnering With Paycor Implementations

Rewarding Success Through Referrals

You know when... you want to help grow Paycor customers but can't quite figure out the right way? Well, TAP Innovations partnered with Paycor's Implementation Team to make it easy and rewarding with a new incentive designed to drive success around Historical Document Migrations—our *'Bread & Butter solution.'*

In 2024, TAP introduced this program to encourage team members to actively contribute by submitting referrals for TAP's services. Jeff Brooks, Kelsey Barbour, and Amanda Hiles stepped up, contributing an amazing total of five referrals. To show our appreciation, participants received gift cards for qualifying referrals, adding an exciting and rewarding touch to the initiative.

Their outstanding efforts exemplify the program's success and the strong collaboration between TAP Innovations and Paycor. Together, we're building opportunities for growth and innovation in 2025 and beyond!



TAP's Key 2024 Stats

In 2024, TAP Innovations successfully closed **50+** deals with Paycor clients, adding **14,000+** employees to Paycor's platform. On average, this translated to **4** deals and **1,000+** new employees per month.

Our expertise in Document Migrations played a pivotal role in **30+** projects, transferring **150,000+** records and contributing to **46%** of total deals.

We supported more than **50** brands across **7+** industries, reaching **30+** states nationwide. TAP Innovations continues to deliver impactful, scalable solutions to clients across the country.

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](#).

Exciting Innovations Coming in 2025!

At TAP Innovations, we're excited to preview our 2025 'out-of-the-box' repeatable solutions, designed to deliver greater value and efficiency— **now at 40-50% discounted pricing!**

What's Coming:

- **Employee Demographics:** Pre-built customization and mapping for easy setup.
- **Onboarding Solutions:** Repeatable workflows for smooth, hassle-free hiring.
- **Payroll Innovations:** Out-of-the-box paygrid mappings & advanced OT/REG calculations.
- **Time Data Management:** Flexible mapping for efficient pay hours loading.

Integrations:

Our solutions integrate with platforms like 7Shifts, BambooHR, NetSuite, Salesforce, Workday, & many more.

These ready-to-deploy innovations, paired with significant savings, will empower your team and simplify delivery. Stay tuned for more updates as we approach launch in the 1Q 2025.

