



As we enter 2026, TAP Innovations continues to build momentum with Paycor sales teams. In the past year alone, we partnered with **40+** Paycor sellers across **8** industries, supporting deals that required complex Integrations and Historical Document & Data Migration expertise.



With TAP by your side, sellers are better equipped to navigate complexity, protect deal momentum, and turn more late-stage conversations into wins.

Close More Deals with TAP in 2026

TAP Innovations has been involved in **800+** Paycor sales opportunities over the past **4+** years as a Paycor partner, giving us a clear view into where deals are won and lost. In over **75%** of closed lost deals, sellers were not beat by a competitor, but by stalled momentum, shifting priorities, or unresolved Integration and Historical Document & Data Migration challenges.

As a Gold Paycor Partner, TAP helps sellers address these challenges through focused training sessions or by joining existing team trainings to reduce friction, protect deal confidence, and help close more opportunities.

Not sure when to call TAP for help? [Click Here](#) to see when and how TAP supports your deals.

Want peer perspective? Dozens of Paycor sellers closed deals with TAP in 2025, with several closing two or more opportunities.

- Ashley Abba, Neghin Daneshgar, Chelsea Finkler, James Hanrahan, Jackie Qualley, Katey Urbanski, Ben Wolfe, McKay Wyman



A Closer Look at FlowIQ

This year, TAP is proud to present FlowIQ, THE Enterprise Integrations Platform helping Paycor customers

Work Smarter, Connect Anything, & Automate Everything.

FlowIQ replaces one off integrations with a repeatable & scalable platform that delivers integrations faster and more efficiently, while supporting complex, real world environments.

For Paycor Sellers, FlowIQ creates real momentum. It simplifies integration conversations by offering a proven, flexible platform that scales across HCM, POS, finance, and more.

Sellers can confidently position integrations as **fast**, **repeatable**, and **built for growth**. Powered by TAP Innovations, FlowIQ helps turn integration from a hurdle into an advantage.



Watch FlowIQ Here!

A New Way to Support Paycor Customers

Hey Paycor Team! While I may be a new name or face to some of you, for others we go way back. I spent nearly 10 years at Paycor working across both Sales and Implementation, where I loved finding ways to solve tough challenges, drive revenue activation, and create the best customer experience possible.

During that time, I saw it all, from customers going quiet, to complex MFEIN implementations, to key contacts changing midstream and putting Go Lives at risk.



Cassie Wagner

VP, Technology Transformation Services



**Connect With
Me Here**

Today, I am excited to share a new way I can continue helping you support your customers, just from a different seat as a TAP partner. Many of you know TAP for our Toast integrations or Historical Documents work, but I now lead TAP Technology Transformations, or T3, a new division focused on HCM consulting and driving better customer experiences.

By combining my Paycor background with this role, I can help customers navigate internal change management, support multi product implementations, or step in mid implementation to provide the extra support needed to get customers live on Paycor, working alongside Paycor teams to keep things moving forward.

Have a client that you think could use some extra hands? Reach out and let's see how TAP can help.

See You In Orlando!

We are thrilled to announce that TAP Innovations will be attending SKO this year in Orlando from June 3-6th

In true TAP tradition, we will be bringing an amazing booth with some of the best swag at the event.

Stop by for your chance to win free Chick-fil-A for a year and learn how FlowIQ and other TAP solutions can help you break into the Million Dollar Club.



Have A Referral?

Do you want to land more six figure deals? Your edge is just a "TAP" away!

Submit your TAP referrals [here](#).

