



The Best **Software Integrations, Analytics and Custom Apps** on the Planet. Period.

When Should You Contact TAP?

If you answer yes to any of the questions below, it is the right time to involve TAP.

Contact TAP when:

- A prospect asks about Integrations with payroll, benefits, time, ATS, or other systems
- Historical Documents or Data Migration is part of the buying decision
- Technical feasibility questions are slowing deal momentum
- A strong deal starts to stall due to uncertainty or internal hesitation
- A late-stage opportunity needs added confidence to get across the finish line

You do not need to wait until a deal is at risk. Partnering early often strengthens positioning and prevents late-stage surprises.

Where TAP Supports You in the Sales Process

Prospecting Stage

- Partner early to assess integration and migration needs, confirm feasibility, and strengthen your position with prospects.

Active Sales Cycle

- Ideal for deal-breaker moments. TAP supports discovery, solutioning, and buyer confidence when technical clarity matters most.

Implementation Phase

- Post-sale execution of integrations and migrations to ensure a smooth delivery and fulfill commitments made during the sales cycle.

If a deal involves integrations or historical data and you are unsure how it will impact the close, you are not looping TAP in too early. That is exactly why we exist.

Schedule A Meeting

