

APS PARTNER PROGRAM OVERVIEW

This overview will assist you in understanding the APS Partner Program opportunities and benefits.



THANK YOU FOR YOUR INTEREST IN THE APS PARTNER PROGRAM

We're here to help your practice grow and strengthen customer relationships. Because your success is our success.

OUR MISSION IS TO MAKE PAYROLL AND HR EASIER

It only makes sense to help our Partners do the same for their clients. Our Partner Program is designed to ensure confidence when recommending or adding APS to your company's services.

Whether your goal is to offer a complimentary service to your clients or increase your revenue stream through a technology partner, APS has the Partner Program for you.

// What Our Partners Are Saying

APS is top-notch and has helped my business run more efficiently and should be considered when looking for a Technology/HRIS/Payroll partner.

Michael Seeling
AWS

Questions? Call or Click

 | 855.945.7921 | apspayroll.com

ABOUT APS

APS Core Solutions

- | | |
|---------------------------------------|--|
| • Payroll & Guaranteed Tax Compliance | • Online Benefits & COBRA Administration |
| • Attendance & Scheduling | • Integrations |
| • HR | • Reporting & Analytics |
| • Recruiting & Onboarding | • ACA Compliance & Reporting |

APS Provides Customers:

- ⇒ A comprehensive online payroll and tax compliance solution with a single point of entry to manage one or many accounts.
- ⇒ The flexibility to integrate with other technologies, automating data flow and eliminating duplicate entries.
- ⇒ A secure, cloud-based application with access to real-time data for proactive monitoring.
- ⇒ A cost-efficient, unified suite of solutions logically designed to increase productivity.
- ⇒ Smart reporting and analytics features for more strategic decision making and faster problem resolution.
- ⇒ A mobile-optimized tool with geofencing and task delegation for an engaged workforce.
- ⇒ A dedicated Solutions Consultant, Implementation Manager, four-person Account Team, and Success Team to ensure complete customer satisfaction and system usage.

Key Differentiators:

Technology: Our proprietary technology is logically designed for an optimized user experience.

Support Model: APS provides each customer with a dedicated four-person account team with a team lead to ensure a high level of quality and consistency.

Client Experience: From day one, our goal is to understand the challenges our clients are facing and how our system can best be configured to help support their needs.

Payroll Compliance: APS is your highly reliable payroll tax partner, handling tax filing and payments on your behalf for mitigated risk.

Security: Our software utilizes advanced multi-level security, two-factor authentication, and is SOC 1 Type 2 audited for limited risk.

Seamless Integration: We are the only Sage Intacct Marketplace Partner hosting the first native, fully automated integration.

APS guarantees tax payments and filings to be accurate and timely, as long as the data provided to APS is accurate and timely and the customer's account is sufficiently funded to cover all payroll tax liabilities. If a tax penalty is the result of our error, we'll maintain the abatement process and absorb any fines or interest due.

APS PARTNERSHIPS

APS offers three types of partnerships based on the level of engagement and commitment:



Credibility

1 | Referral Partners

- Gain credibility and peace of mind in recommending award-winning APS technology and dedicated service to your clients.
- Submit leads to your APS Partner Relationship Manager.
- If your client does business with APS, you receive a referral commission.



Client Experience

2 | Reseller Partners

- Resell the APS workforce management platform to your clients while they benefit from our high-touch client experience.
- APS provides implementation, training, and support to your clients.
- Receive an increased referral commission.



Faster ROI

3 | Value Added Reseller (VAR) Partners

- Offer your current customers and prospects a complete workforce management platform resulting in a quicker time to value and faster ROI.
- Sell the APS solution to End-Users.
- APS provides implementation while you provide support and training to your clients.
- Receive wholesale pricing and bill your clients directly.

Whether you choose a Referral, Reseller, or VAR partnership, you can depend on APS to be a Partner for the life of your business.

PARTNER BENEFITS

Benefits	Referral	Reseller*	VAR**
Marketing Support & Resources	✓	✓	✓
Dedicated Channel Manager	✓	✓	✓
Dedicated Solutions Consultant	✓	✓	✓
Dedicated Support & Account Management Teams	✓	✓	✓
Discounted Pricing*	✓	✓	✗
Referral Commission*	✓	✓	✗
Wholesale Pricing*	✗	✗	✓
Direct Billing*	✗	✗	✓
APS Demo Instance	✗	✓	✓
Ongoing Partner Training	✗	✓	✓
Custom Login Page	✗	✗	✓
Custom Subdomain	✗	✗	✓
Co-Branded URL & In-App Logo	✗	✗	✓

*Resellers are offered discounted pricing and can choose to either receive a referral commission or bill their clients directly.

**VARs provide Tier 1 support to their clients.

Your Workforce Management Partner

APS has a mission: to make payroll and HR easier. We provide our clients and partners with intuitive technology delivered with personalized service and support. Our unified solution is designed to simplify workforce management tasks. Process payroll in hours, not days. Automate HR workflows to be more strategic. Elevate the employee lifecycle with a single-system platform. We are APS, your workforce partner.



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