

Article has been Contributed by Roxanne Brown, CQA – Professional Business Solutions 4U, LLC & Contributing Editor, IDNAC Newsletter **March, 2005**

Company Information:

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Hours & Time Zone: 9 – 5 EST
Established: 2000 **IDN Membership:** Premier/2001
QuickBooks Integration: Since October 2000
Integration with other software: No, QuickBooks exclusive

An Interview With

Nancy Smyth CQA & President
Sunburst Software Solutions, Inc.

We were excited to explore the Wage Manager Utility bundled with the Sunburst Certified Payroll Solution.

Wage Manager permits mass changes to rates and payroll items using a spreadsheet-like interface.

Don Grassmann, Flexible Financials, LLC

At a Glance:

- *Work with multiple employees all at the same time.*
- *Add, modify, or remove multiple payroll wage items all at the same time*
- *Calculate straight time, overtime, double time and triple time rates of pay; quickly and easily*
- *Allows for shift differentials and cash fringe benefits*
- *Effortlessly save your changes back to QuickBooks employee records*
- *Adds new payroll wage items to the Payroll Item List*

Why was Wage Manager Solution (WMS) developed?

We deal with a lot of contractors who work on prevailing wage jobs; where the pay rate changes by job for the same Work Classification: for example – Joe Smith works on Job A as a laborer making \$12.50 per hour but when he works on Job B as a laborer he makes \$15.00 per hour.

Having to manually update individual employee records with new payroll items and rates of pay is an error prone process, and can often result in underpaying an employee.

Who is Your Target Market and Why?

While we originally designed Wage Manager as an enhancement for Certified Payroll Solution, we realized that it's not just contractors that have to deal with frequent pay rate changes, so in addition to offering it as an enhancement for CPS we also made it a stand-alone add-on.

Every company has to at one time or another, whether it's simply a once a year pay increase for multiple employees, hire numerous "seasonal help" at varying pay rates, or if you are an Advisor setting up a client file.

How does Wage Manager Work?

Wage Manager works with the QuickBooks file you currently have open and reaches into QuickBooks and pulls back a list of all your employees, the payroll items, and pay rates. It then displays this data in grid much like a spreadsheet format.

Once the data is in this grid the user can choose to “Copy” an existing payroll item structure, giving it a new name and rate of pay. Additionally you can set up Overtime, Double-time, and Triple time rates with or without shift differentials and cash fringe benefits. Once the new item has been created and you save it to the grid; all the employees who had the original payroll item now also has the new one with the new rate.

When you have completed all your changes, everything is written back to the QuickBooks file; updating the Payroll Item List, if you added new payroll items; as well as the Employee Record, Payroll & Compensation Info; Earnings section.

Additional info is available on-line at <http://www.sunburstsoftwaresolutions.com/wage-manager.htm>

Who is your competition and how does WMS differ?

Wage Manager’s competition is the QuickBooks user armed with a spreadsheet or a stack of reports.

QuickBooks Integration:

Wage Manager initially “reads” from the QuickBooks file as it acquires employee names, payroll items and pay rates.

When you add new payroll items or change existing rates of pay and choose the “Save” button, it will then “write” the changes back to the QuickBooks file and the Payroll Item list will be updated if new Payroll Wage Items are added as well as the Employee Record, Payroll & Compensation; Earnings section.

Integration is verified both the “read and write” features by a live log file. Error handling provides user notification in the event that an Employee record is open in QuickBooks during the read or write function.

A mini customer case study:

The payroll clerk at VSI was able to immediately use **Wage Manager** with the use of the help screen.

Wage Manager has provided us with a smooth integration to QuickBooks as well as time savings.

A direct cost savings with **Wage Manager** is a 90% reduction in the number of bad checks produce, because of payroll clerk automation.

With the integration of **Wage Manager**, Graphic Activity Tracker and QuickBooks, the payroll clerk was able to streamline the process and cross train other accounting personnel.

Installation & Setup:

Installation & setup is typically under 15 minutes; depending upon how long it takes you to download the installation program.

There is very little learning curve for the user. All they need to do is follow the instructions for how to perform the function they wish to do; whether it’s copy an existing wage structure, modifying an existing payroll item, or remove an obsolete payroll item from an employee record.

Demonstrations & Trials

We have a Wage Manager “Demo” Page <http://www.sunburstsoftwaresolutions.com/wage-manager-demo.htm>



Payroll Wage Management – Made Easy for any industry

Where you can see an “overview” of how the “Copy” function works and download a free trial.

The trial version will not expire, but you cannot write the changes back to QuickBooks with it, a license is required for that function.

Pricing, Support, Enhancements & Updates:

Wage Manager is currently \$50.00 per license.

Support for Wage Manager is handled exclusively through an on-line user forum at <http://www.sunburstsoftwaresolutions.com/forum/>

Product enhancements are driven by customer demand and SDK capabilities; which are currently limited to only dealing with Payroll Wage Items.

Compatibility updates for new versions of QuickBooks are available on the same day that Intuit begins shipping the new version; if not before.

How can Wage Manager Solution help Advisors with their clients?

If you provide any sort of “payroll” services for your clients, Wage Manager will help you quickly and easily set up or change their existing payroll structure; and will become a “value-added” service that you provide.

Closing – What is the most important point you would like to make?

As an Advisor, one of the most important things that you can do for your clients is offer them solutions to automate tasks that are time-consuming and error prone – they will love you for it and you will build a loyal client base, because each time they can accomplish in minutes – what used to take hours; they will remember that you were the one that made the suggestion.

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