



Sunburst Software Solutions, Inc.

Committed to Providing Contractors Using QuickBooks with Certified Payroll, AIA Billing, Payroll Wage & Overtime Management Solutions!

# QuickBooks® Compatible Applications for Certified Payroll, AIA Billing, Payroll Wage & Overtime Management Solutions

## *Solutions Introduction*

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### Contact Information:

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## Sunburst Software Solutions, Inc.

Provides fully integrated, time-saving solutions for certified payroll reporting, AIA billing, and payroll wage and overtime management for contractors using QuickBooks.

Our products leverage 75+ years of QuickBooks, bookkeeping, accounting, software development, and construction experience to provide contractors with proven solutions to help them work smarter.....not harder!

***“Our philosophy is that QuickBooks®, properly set up and used, will provide the backbone of the information for final reports and billings.”***

*Nancy Smyth,  
President*

*Sunburst Software  
Solutions, Inc.*

*and*

*Certified QuickBooks  
ProAdvisor*



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## Objectives of this Session

- Gain added information with regard to compliance issues related to Payroll and AIA Billing Laws and Software that integrates with QuickBooks to assist Contractors in compliance.

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## QuickBooks Integrated Add-Ons

- *Certified Payroll Solution* - Certified Payroll Reports, Statements of Compliance, “No Work Performed” reports, EEOC/Workforce Utilization Reports, ARRA Reports, Union/bona-fide Plan Fringe Benefit Reports.
- *Construction Application for Payment Solution* - Percentage of Completion contract billing on actual AIA G-02/G-703 forms or 17 plain paper formats, 30+ Standard Contract Documents.
- *Wage Manager Solution* - change employee rates of pay, add new payroll wage items and pay rates to multiple employees, all at the same time.
- *Crew/Overtime Entry Solution* - set up your overtime laws, create crews, enter total time by job by day using just total straight time hours and post this back to QuickBooks, at the end of the week, pull in all employee timesheets, and the program will calculate overtime and post it back to QuickBooks - ready for you to do payroll.

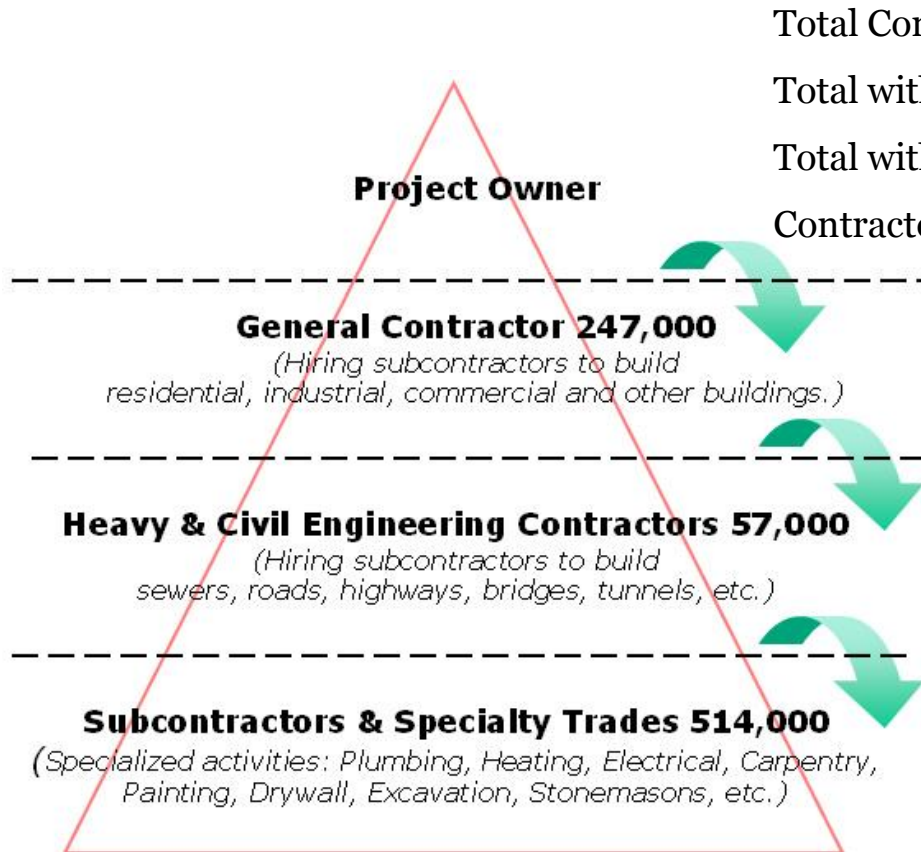


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Performing work on "Public Works, Prevailing Wage, or Davis-Bacon Projects" is applicable to 15 – 30% of the overall construction industry. However, contractors and/or subcontractors in all segments can be involved with these types of construction projects.

## Target Market Profile



Total Construction Companies:	808,000
Total with 1 – 499 Employees:	620,551
Total with 500+ Employees:	187,449
Contractors using QuickBooks	360,000

Source: Bureau of Labor Statistics, U.S. Department of Labor, Career Guide to Industries, 2006-2007 Edition, Construction



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## Solving Customer Needs

### ➤ *Critical Customer Needs Addressed:*

Provides contractors with the ability to generate mandated

- Certified Payroll Reports
- Statements of Compliance
- “No Work Performed” Payrolls
- EEOC/Manning Reports
- ARRA Reports
- Union/Bona-fide Plan Fringe Benefit Reports

In order to comply with Federal Davis-Bacon and/or State Prevailing Wage Reporting laws and/or Union Requirements.

Meet Percentage of Completion Contract Billing requirements

- AIA G-702/G-703 Billings on AIA original forms OR choose from 17 plain paper formats
- Various Contract Documents - including Lien Waivers & Releases

in order to be paid in a timely fashion.

Quickly and easily update employee pay rates OR create new payroll items, assign them to multiple employees along with a rate of pay, and post this information back to QuickBooks.

Comply with Overtime Laws; including Weighted-Average Overtime requirements.

***“We have been able to greatly increase our customer base since we now have the resources to quickly and accurately complete tasks that were so time consuming in the past.”***

*Carlos Martins  
President*

*All Phase  
Environmental, Inc.  
Boca Raton, FL*

*CPS & CAPS User since  
October 2002*



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## Solving Customer Needs

### ➤ *Key Requirements for the Right Solution:*

- Create accurate, timely, legible reports in the correct format
- Automate critical tasks by utilizing existing QuickBooks data
- Stop entering the same data twice
- Eliminate transposition errors
- Simplifies critical areas of the business
- Save time on contract compliance
- Affordability
- Ease of use
- Anyone in the office can generate reports and billings
- **Get paid faster**

***“Before purchasing Certified Payroll Solution, we did our reports manually. They were not as detailed as they should have been, accuracy and missing information was a problem. We no longer worry about our reports making the compliance grade.”***

*Kirsten Russell  
Office Manager*

*Direct Digital Controls  
Rancho Cordova, CA*

*CPS User since April  
2003*



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## How can we help?

### *Certified Payroll Solution (CPS)*

Works with QuickBooks to provide a complete solution for Union and Non-Union contractors. QuickBooks provides the backbone of the information while CPS will hold additional information required on the reports.

#### FEATURES

- Choose Federal and/or State specific report formats by job
- Choose from 19 Federal, State, and Local EEOC Reports
- ARRA Reports
- Provides standard generic Bona-fide Plan Benefit Reports
- Create user-defined Union/Bona-fide Plan Benefit Reports
- Handles multiple Work Classifications and pay rates for individual employees; per job
- Handles bi-weekly payroll

#### BENEFITS

- Save time on contract compliance
- Create accurate, timely, legible reports
- Eliminate transposition errors due to manual data entry
- Stop entering the same data twice
- Reads existing QuickBooks data to create reports

*“I was spending at least 12 hours a week generating prevailing wage reports on the state mandated DIR A-1-131 form, your **Certified Payroll Solution** software has cut the amount of time I spend to about 15 minutes.”*

*Kristi McNutt  
Office Manager*

*Montano Plumbing  
Santa Cruz, CA*

*CPS User since  
July 2002*





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## Certified Payroll Solution Demonstration

- QuickBooks Setup
- Certified Payroll Solution initial Setup
- One-time creation of “*linked records*” in Certified Payroll Solution to hold missing information

**“If you are working on construction projects covered by Federal Davis-Bacon Regulations, you’ll be interested in checking out *Certified Payroll Solution*, because it will make your reporting requirements easier.”**

*Feature Article -  
Inside QuickBooks  
March 2002*



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***“No more hand written pay applications, checking and rechecking calculations, problems with carrying over numbers from last months pay application, retentions, lien releases and much, much more; CAPS works. It’s as simple as that!”***

*Rollie Fondessy*

*Peace of Mind Disposal  
Orlando, FL*

*CAPS User since  
August 2005*

*CPS User since  
January 2007*

## Construction Application for Payment Solution (CAPS)

Works with QuickBooks to provide a complete solution. QuickBooks provides the backbone of the billing information, while CAPS will hold additional information required on the forms.

### FEATURES

- Prints AIA type G-702/G-703 and G-702/703 CMA billings on plain paper
- Prints on AIA original G-702/G-703 and G-702/703 CMA documents
- Calculates Fixed or Variable Retainage rates
- Create Retainage Requisitions throughout the contract or after the contract is complete
- Includes ***Contract Document Manager***; complete with 30+ standard contract documents

### BENEFITS

- Save time on contract billing
- Create accurate, timely, legible billings
- Eliminate transposition errors due to manual data entry
- Stop entering the same data twice
- Reads existing QuickBooks data to complete billings



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## Construction Application for Payment Solution Demonstration

- QuickBooks Setup
- Construction Application for Payment Solution initial Setup
- One-time creation of “*linked records*” in Construction Application for Payment Solution to hold missing information

***“Construction Application for Payment Solution uses the Intuit SDK to access the QuickBooks file on a “read-only” basis. This is an important consideration because it ensures that the program will not modify the A/R data.”***

*Doug Sleeter  
The Sleeter Group*

*Desktop Accountant  
Newsletter  
June 2005*



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***“The first time that you or a client use this program, you will save time, money, and frustration ..... It’s amazing how quickly you can take the tedious task of updating payroll records and turn it into a timely and efficient process!”***

*Roxanne Brown*

*Certified QuickBooks  
ProAdvisor*

## Wage Manager Solution Demonstration

Works with QuickBooks to help you automate the time consuming task of editing individual employee records when it’s time for a company wide pay scale change.

### FEATURES

- Work with single or multiple payroll wage item types
- Modify pay rates for existing payroll items for multiple employees all at the same time
- Add a new payroll item; creating rates for straight time, overtime, double time, and triple time all at the same time, and assign that new payroll item to multiple employees

### BENEFITS

- Save time through automation
- Modify, add, or remove multiple payroll items for multiple employees all at the same time
- Stop wasting valuable time updating individual employee records
- Streamline the wage modification process
- Ensure employees are paid the correct rate for the task they perform

Wage Manager Solution is included with Certified Payroll Solution (at no additional charge) OR can be purchased separately.



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***“Wage Manager Solution accesses the QuickBooks file on a “read, write, modify” basis, and while it can delete an obsolete payroll item from an employee’s record, it follows existing QuickBooks business rules and cannot delete the payroll item from the Payroll Item List.”***

*Doug Sleeter  
The Sleeter Group*

*Desktop Accountant  
Newsletter  
June 2005*

## Wage Manager Solution Demonstration

- Retrieve existing QuickBooks employee, payroll item, and wage rate information
- Create a new payroll item and rate; assign it to multiple employees
- Write your changes back to QuickBooks



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## Crew/Overtime Entry Solution Demonstration

Works with QuickBooks to help you automate the time consuming task of entering employee time and manually calculating overtime and/or weighted-average overtime.

### FEATURES

- Set up your state overtime or weighted-average overtime rules
- Assign employees to the same crew multiple times using different payroll items/wage rates OR assign the same employee to multiple crews
- Enter time by crew by day using all straight time hours and post to QuickBooks Weekly Timesheets
- At the end of the week, retrieve all the timecard data, and the program will automatically calculate overtime and write the revised information back to QuickBooks

### BENEFITS

- Create “crews” or groups of employees
- Enter timecard for hundreds of employees with a few clicks of your mouse
- Stop wasting valuable time manually calculating overtime and/or weighted-average overtime
- Create a paid “Holiday” schedule and have COES enter paid holidays automatically
- Ensure employees are paid correctly
- Easily & accurately comply with overtime laws.



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## Crew/Overtime Entry Solution Demonstration

- Setup your Overtime Laws
- Create a paid Holiday Schedule
- Link your QuickBooks wage items
- Create a weighted-average overtime adjustment
- Create Crews
- Enter time by crew - by job - by day as all STRAIGHT time hours and post to QuickBooks
- Retrieve all timesheets for the week for overtime calculations and post to QuickBooks
- Process payroll



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## Pricing

- Certified Payroll Solution - \$375.00/\$75.00 year “maintenance”
- Construction Application for Payment Solution - \$250.00/\$50.00 year “maintenance”
- Wage Manager Solution - \$100.00
- Crew/Overtime Entry Solution - \$250.00/\$50.00 year “maintenance”

MAINTENANCE includes compatibility updates to new versions of QuickBooks, reporting form changes, reporting mandate changes, program enhancements.





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## Why Sunburst Software Solutions, Inc.?

- First hand knowledge of the pain points their products solve for QuickBooks users.
- Software designed specifically to integrate with QuickBooks.
- Listen to and implement customer feedback for product enhancements.
- Have provided QuickBooks integration since 2000, making them an industry leader.

***“We always look forward to the next upgrade, as we know you are always thinking of ways to make great programs even better.”***

*Carlos Martins  
President*

*All Phase  
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**Thank You!**

***Questions and Answers.....***