



 **IRIS** | Payroll

Grow Your Firm with a Payroll Partner You Can Trust

Improve your bottom line
by focusing on your core
services and enhancing
client relationships.

 **IRIS**

New clients bring new challenges

We've seen it all too often - your clients start their businesses with a do-it-yourself mindset. That DIY mentality worked well for them until it didn't. When they start facing fines, notices, and piles of stress, they realize they are in trouble and need a professional like you to partner with for help.

Payroll compliance is often the first stumbling block for many businesses, and this is where you step in, acting as both a lifesaver and a guide. By providing expert advice, you're saving their day and fostering a long-lasting professional relationship.

However, staying updated with regulatory changes can become a tedious and stressful part of your job. We understand the toll it takes, and we're here to help.

The stress of keeping up with ever-changing rules and regulations drives businesses to seek your help, which is then transferred to you.



Legislative changes are always impacting payroll

Because payroll is affected by federal, state, and local legislation, payroll laws are always in flux because they are continually being updated and revised. Even established legislation like the [Fair Labor Standards Act \(FLSA\) passed in 1938](#) and the [Federal Insurance Contributions Act \(FICA\) passed in 1935](#) are not stable. They are updated frequently, with further plans for modifications within the upcoming congressional sessions.

Another complication with payroll is the [overwhelming expectation for remote and hybrid work options](#). This requires payroll teams to be experts in their local regulations and extend their knowledge to each employee's location. For even a small company with a few dozen employees, this can quickly lead to an overwhelming amount of research and knowledge they are responsible for, with the expectation that they will manage it perfectly every time.



With the changes to payroll, plus human error, payroll errors happen around [20% of the time](#), [each error costing nearly \\$300 to fix](#). 14% of companies faced litigation and regulatory issues from payroll errors that, on average, cost \$3,200 to settle, with some companies having to pay over \$50,000 to resolve their issues. Finally, a federal or state regulatory body fined an additional 12% of companies for misclassification or error, with an average fine of \$5,200.

How are you keeping pace with change and avoiding the risk involved?

Manually managing payroll is not a viable option

Managing your clients' payroll challenges is timely and costly.

If you're anything like the firms we speak with, the cost of software, staffing, and overhead doesn't make payroll profitable and, in some cases, doesn't break even. While you are trying to grow your firm, payroll is holding you back, forcing you to take a loss just to keep your existing clients.

The more time you spend researching ever-changing payroll regulations, the less time you have to work with your clients. Investing more time into manual payroll management can feel like shooting yourself in the foot. You limit your ability to serve your clients, can't cover other tax and accounting needs, and cap your profitability. Because you are stretched so thin, it's impossible to pick up new clients because you don't have the bandwidth for them.

Worse yet, payroll requires you to invest time to combat fraud risks and security data breaches that affect all firms in the payroll business. These threats cause significant financial damage, hurt your credibility in the marketplace, and cost you even more with increased liability coverage premiums.



Partner with a payroll professional

When you assume the responsibility of handling payroll services with an in-house approach, your human and financial resources are depleted, and you may have limited time left for advisory services that expand your footprint.

What if you could -

- 1. Streamline your payroll services without risking your client relationships.**
- 2. Empower staff to enhance advisory services or other service offerings within your firm that help clients make better business decisions.**
- 3. Integrate with the software your firm is already using to avoid duplicate data entry.**
- 4. And truly position your firm for scalable growth**

myPay Solutions by IRIS provides you with the payroll partnership you need to make payroll profitable.

IRIS Managed Payroll becomes a natural extension of your firm

myPay Solutions by IRIS is a managed payroll solution designed with the accountant in mind.

It's the ideal solution for accounting firms that want the benefits of providing their clients with payroll services without the liability or headache of processing it.

You can refer your clients to myPay Solutions with confidence, knowing that their payroll processing will be efficient, convenient, risk-free, and hassle-free. With myPay Solutions, you're adopting a strategic partner who understands you have granted us the privilege to serve your clients.

When you partner with myPay Solutions, you can expect:

- Secure, customized time entry portals
- No hidden charges
- Timely, accurate tax filing
- Seamless journal entry integration
- Enhanced image as a full-service firm
- On-demand, real-time client reporting features
- Personalized service from a dedicated processor- not a call center
- Increased client retention
- Complimentary direct deposit. Pay card options.
- W-2 data sharing between myPay Solutions and UltraTax CS®

Services included at no additional cost, include:

- General processing services:
 - Secure web portal batch data entry
 - Secure web portal remote check printing
- Federal tax filing service and 1-state tax filing
- Direct deposit
- Electronic journal entry for Accounting CS®, and both QuickBooks® desktop software and Quickbooks® Online
- myPay Solutions web portal
- New hire reporting
- Employees secure web portal
 - Online pay stubs and W-2s
- Digitized signature
- Add digital logo to checks



Partner with a team who knows you personally

With myPay Solutions, you'll work with a dedicated team who get to know you, your clients, and your unique challenges and needs. When you have questions, you can reach out to a dedicated specialist, not a generic call center, to get personalized support from an expert you trust.

Every major process is done under one roof by the same people you trust with vital parts of your tax services.

Using myPay Solutions, you can...

- Stay engaged with your clients and have instant access to real-time reports
- Work with clients in the cloud
- Have peace of mind when connecting your business clients with a trusted, financially sound provider

When you partner with myPay Solutions, you'll be able to compete with much larger firms without paying massive marketing costs. You'll position your firm for stronger client relationships and scalable growth, improving retention, recruiting, and new business opportunities.

Learn more, [contact us today.](#)

IRIS Americas is part of IRIS Software Group. Our goal is to help take the pain out of processes and let professionals like you comply with regulations, drive productivity, and better engage with key stakeholders.

IRIS works with 54 of the top 100 CPA firms in the US along with thousands of other firms of all sizes. We provide innovative solutions to serve our customers, making IRIS the go-to partner for CPAs.

