



# Payroll Reports & Payments

**Increase Revenue &  
Reduce Costs**

*For Desktop and Online Payroll*



**Aatrix OEM Payroll Reports & Payments ©**  
Patented Electronic Forms & eFiling Solution;  
US Patent numbers 7,171,615 and 8,984,393



# Introduction

Payroll developers love being in the payroll business but rarely will hear one say they love staying compliant with federal & state reporting & payment changes.

Development resources are scarce and the complexity of payroll reporting grows with each year.

Aatrix is unique in that our main business is providing OEM Payroll Reporting & Payments through our partner integrations. It's important because it allows our partners to work with an independent provider not associated with a payroll service provider, which in many cases, is a competitor in the marketplace.

Our partnerships include over 60 of the most successful accounting & payroll solutions on the market. Businesses continue to use Aatrix year after year because it makes reporting simple, efficient, and they trust their filings will be correct and filed on time.

The IRS estimates that 40 percent of small to medium-size businesses in the United States end up paying a payroll penalty each year for failing to deposit withholdings, depositing the wrong amount of withholdings, or for incorrect filing. In the last year, the average payroll penalty paid was \$845.

**Aatrix virtually erases the fear of incurring fines and penalties due to filing errors and late filings.**

# Easy...

Increase Revenue  
Reduce Costs



## Contents

- 1. Why your customers require a secure simplified payroll reporting solution.**
- 2. How your company can virtually eliminate development costs associated with providing a comprehensive payroll tax solution.**
- 3. How to turn a revenue leak into a robust new revenue source?**
- 4. What a fully-branded, seamless integration solution looks like.**
- 5. Complete this integration in less than 40 hours of development.**

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***Why  
your customers  
require a solution  
that simplifies  
all aspects of payroll  
tax reporting for  
your customers?***



## Survey Says

# 1



## Why your customers require a solution that simplifies all aspects of payroll tax reporting for your customers?

There are **over 200 State and Federal taxing authorities** in the US. Businesses are faced with different forms, reporting methods, and other unique requirements for each agency to comply. A business required to file in as few as three states is confronted with more than a dozen processes for log in, filing, and confirmations.

A recent survey found that 63% of employers never realized how much time they spent on payroll. **70% said diverse labor laws across states complicated the process.** Small business owners said they spend about 111 minutes to calculate paychecks, 96 minutes to file taxes, and 95 minutes to complete payments. It's important to note **employers spend almost twice as much time processing tax reports and payments as they do actually processing payroll checks.** Aatrix provides your customers a secure single solution for Unemployment, Wage Withholding, New Hire reports and payments. Aatrix supports all year-end reports including W-2s, 1099s, and 1095s. Additional forms include certified payroll reports, HR forms, FMLA, EE01, Form 7200, and more. [Formslist](#)

The Aatrix **Single-point eFile Center** allows your customers to eFile any of these reports and associated payments.

### ONE Process

For any Unemployment, Wage Withholding, or New Hire Report and/or Payment regardless of the government agency filing requirements.

### ONE Website

To call for answers and assistance when eFiling to any Federal or State agency.

## ONE Support Group

To track all filings and payments. View confirmations and administer all agency requirements, filing statuses, and filing history.

## ONE Comprehensive Year-end Process

That completes all W-2/1099/1095 filings in a fraction of the time it takes to complete in-house. Aatrix prints and mails employee/recipient copies, hosts employee/recipient W2s/1099s/1095s online for instant access from anywhere, files W-2's & W-3, 1099's & 1096, and 1095 & 1096 to the Federal government, and completes all state filings including reconciliation forms (if required).

The Aatrix solution is a secure in-house solution that meets the needs of your customer's desire for a simple and efficient payroll reports and payments process.

This allows employers to **minimize costs, maintain control, and dramatically reduce the time spent completing state and federal reports and making payments/deposits.**

Customer satisfaction has a direct affect on attrition, the ability to attract new customers, and virtually every opportunity to promote your solution through social media.



**97% of Aatrix eFile customers said they recommend the service**

2020 Survey

Aatrix conducts a survey of over 20,000 eFile customers every year. In 2020 97% of Aatrix eFile customers said they recommend the service to others. In ten years of conducting this survey the recommend-rate has been as high as 97% and never lower than 93%.

**2**

***How your company can virtually eliminate development costs associated with providing a comprehensive payroll tax solution?***



## Eliminate Development Costs

# 2

sage 300

 **AGRI SOLUTIONS**  
— A FAMILY FARMS COMPANY

  
**DealerBuilt.**

**CDM+**

## How your company can virtually eliminate development costs associated with providing a comprehensive payroll tax solution

Building the nearly 2000 form pages required to meet this need, provide the highest security (HIPAA and SOC 3), and develop the ability to automatically fill in these pages with native payroll data is a massive development project. To complicate this effort even more, over 20% of the forms change every quarter. The staff required to research the changing requirements, modify the forms, and update the customers solution is incredibly complicated and costly.

The final difficulty is providing a secure Single-point eFile solution that meets the requirements of the over 200 agencies that is easy to use, reliable, and safe is a technological challenge that takes years to develop. e-filing will soon be the only filing option for businesses as agencies move rapidly towards a 100% electronic communication goal.



**Integrating Aatrix can be done with as little as 40 hours of development and can be delivered to market in as little as 40 hours**

How your company can virtually eliminate development costs associated with providing a comprehensive payroll tax solution?

**LOWER**  **COSTS**

Aatrix eliminates virtually all related development costs associated with creating and maintaining over 2000 form pages, as well as, over 200 format and eFiling certifications.

**AUTOMATIC**  **UPDATES**

Updates are automatically provided to your customers when they open a form guaranteeing they always have the right form.

3

***How To***  
***Turn a***  
**Revenue Leak...**  
***into a***  
**Revenue Stream!**



New  
Revenue  
Stream

3

## How to turn a revenue leak into a robust new revenue source?

Many businesses outsource payroll to avoid the complexities of reporting and the liability of filing errors. Aatrix will help win back their business by providing the ability to efficiently, accurately, and safely file payroll tax reports and payments within your solution.

Aatrix shares revenue at every level of eFile service. A fixed commission percentage is paid for à la carte filing and eFile subscription service purchases. The most robust revenue stream is created by year-end filing. Your customers choosing to eFile with Aatrix are offered a variety of filing options at very reasonable costs. W2s, 1099s, 1095s The Aatrix COMPLETE eFile Service delivers up to \$1/employee in commissions for each of these filing types.

We can provide an ROI calculator to estimate your annual revenue at your request.

## Aatrix pays millions in commissions every year.

sage 100

AccountEdge  
Premium small business accounting software and services

PEOPLE'S  
**CHOICE**  
ACCOUNTING

GYMA  
PAYROLL, HUMAN RESOURCES  
& ACCOUNTING SOFTWARE

***What a  
fully-branded,  
seamless integration  
solution  
looks like.***



## Fully-Branded Solution

# 4

sage HRMS

sage 50 Accounting



sage 300 Online

## What a fully-branded, seamless integration solution looks like.

Aatrix is a **comprehensive, branded, and seamlessly integrated solution** starting with integration into your solutions existing menus. Your customer experience specialist working with your development team decides where your customers will access Aatrix from within your software. No separate icon or download process.

Your development team will create the “Form Selection Screen” where customers select report or payment to file and the reporting period. This access point matches your software and reinforces the branding.

Aatrix hosts a **branded single-point account management website** for each customer. Customers can set up a calendar, view filing histories, store banking information, receive important alerts, view filing confirmation, track year-end mailings of W2s, 1099s, & 1095s, look up employee online W2/1099/1095 access passwords, and reprint W2s/1099s/1095s.

## Branded & Fully Integrated NEW Revenue Stream That Delivers Customer Satisfaction





# *Complete Integration In Less Than 40 Hours*



## Integration

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## Complete integration in less than 40 hours of development

In general, the content of the reports/forms is not relevant to the source of the information. By supporting Aatrix's data interchange files (AUF), any accounting/payroll application can implement Aatrix's complex payroll reports. By integrating Aatrix's FormViewer software, any report form can be read, viewed on screen, and printed. The customer can also eFile any of the payroll reports or payments to the Aatrix single-point eFile center to be processed and eFiled to over 200 taxing authorities.

sage DacEasy

sage 100 Contractor

sage Abra Suite

paymate

**Get started**  
*by attending a demonstration webcast*

**CLICK HERE**



In order to include the reports, a file converter will need to be embedded in your software to generate an AUF (Aatrix Universal File) file. A report for selection dialog with date options will also be included in your software. This should take less than a week of programming by one of your seasoned programmers.



## Tasks Required:

1. The location of the payroll data needed from your software is identified.
2. You convert the file to the proper order and add headers so the FormsViewer can read the file.
3. Your routines take your payroll data and convert it into an AUF file that the FormViewer can read.
4. When the user selects a report, the FormViewer is spawned and the form is filled in with your payroll data.

**AccountMate**  
SOFTWARE THAT FITS

Once on-screen in the FormViewer, the customer can add information not available from your application (highlighted in red), or edit information required. The customer can print or eFile the report or payment when finished.

Once the file converter is implemented Aatrix will provide testing tools to verify the AUF generated is 100% accurate. These tools are used any time the AUF is modified.

45<sup>th</sup> Anniversary 1975-2020  
**MACC**  
MID AMERICA COMPUTER CORP



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