

8

reasons why year-end makes sense to switch payroll software

For accountants managing client payroll, choosing the right software provider can be tricky. But if customer service shortcomings are becoming the norm or rates always seem to be on the rise, it might be time to reassess your options. Here are eight reasons why making a change now can help you hit the ground running in the year ahead.

- **Firms want a fresh start**

Concerned about prior wage data getting lost in the shuffle during a migration? Start fresh on January 1 and avoid the stress and potential inaccuracies.
- **Promotions**

As payroll software providers look to end the year on a high note, many run promotions that can provide savings for you and your clients.
- **Enroll clients now, pay later**

Firms typically switch at year-end to set up clients early without incurring charges until January, easing the transition and reducing stress.
- **Mitigate mistakes**

Payroll mix-ups can happen, especially if you're handling wage migration yourself. A year-end switch helps ensure an accurate migration that prevents costly penalties.
- **Subpar support**

Accounting practices often switch payroll partners if support is lacking. If help is hard to come by, consider exploring which payroll companies receive the highest marks for customer service.
- **Improve your margin**

Year-end is an ideal time to assess your payroll costs. Switching providers may lead to big savings, especially if you're being charged extra fees for multi-state payroll or direct deposits.
- **New growth opportunities**

Does your vendor offer more than payroll? If you want to expand your services, look for payroll companies with partnerships to help you upsell clients and create new revenue streams.
- **Skin in the game**

For firms seeking a new vendor, find one genuinely invested in your success. Look for companies that offer complimentary payroll or revenue-sharing programs to help you grow.

Get up to \$10,000 when you switch clients to OnPay*

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