GONG

Sprinklermatic - Intacct/Service Trade

Tanya Eney with Alliance Solutions Group, LLC and Sprinklermatic Fire Protection
Systems Inc.
Recorded on 5/13/22 via Zoom, 1 hour 10 min.

Participants

SERVICETRADE

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ALLIANCE SOLUTIONS GROUP, LLC

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OTHER

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19739374801

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15702343641

Conference Davie

Topics

Transcript

TANYA

0:00 Hi.

DOROTHY

0:02 Hi, they have such a fancy little conference room over there.

TANYA

0:06 I know. I wish I can survey might have regular. I was trying to figure out what are those courses. Yeah, it's like a horse and then like hunting team like I am like that's a cohort, so many champagne. And then I think it's dogs and VS, I just finally figured out what that was.

DOROTHY

0:27 Okay. Yeah. I see it now. I just, I had to pin it so I can see it a little bit bigger, but yeah, it's like fancy wallpaper.

TANYA

0:37 I know. Well, I do have another meeting but he was very small. This is the biggest. I've seen it over.

DOROTHY

0:44 Nice. Yeah. Well, why don't we wait? Is there a way in the conference remembering, baby, right?

TANYA

0:52 Somebody stick their head across the table.

JASON

0:55 A few of us in here. He's just always.

15702343641

0:58 So you can see the screen?

DOROTHY

0:58 As well? Hi, guys. Hello?

TANYA

1:00 Hello?

DOROTHY

1:05 I control.

KENTREL

1:06 Hello? Hello? Hello? Hello? Hi, you're doing?

DOROTHY

1:10 Hello. How are you? Now? Have you all met control? Seriously?

TANYA

1:17 I don't think, yeah, I think controls new to everybody. So control is our integrations, product manager. So he's more on the technical side. So, I invited him this meeting kind of more. So he was, we were going to do some integration stuff, but that's fine. So he's still on it so he can be optional questions too.

CONFERENCE

1:39 Well, we're gonna definitely talk integration, right? And.

--- Accounting ---

TANYA

1:43 Yeah. Yeah.

CONFERENCE

1:44 So, can you tell me who's on the call?

TANYA

1:49 So, I see Maggie from Alliance and Danielle from Alliance and Jason from adp and Gianna. I think the adp. And then I've also got Dorothy, who is your account manager from service trade. And then, so here, which is he is in our development group. He's the one that's going to be working with, writing the integration between... time card and the export.

--- Accounting ends ---

CONFERENCE

2:19 Okay. So now, I can as soon as here, so perfect. I just have to change it with you. Okay. So the purpose of the phone call is to.

CONFERENCE

2:33 Go through that. Everybody got my document this morning.

TANYA

2:36 I did. There was a variance. There was very impressive Tam. I was looking at it.

--- Accounting ---

CONFERENCE

2:42 What will be really impressed. Pacific would do it?

TANYA

2:46 Yes, which I, we have some, I have some questions.

CONFERENCE

2:49 Okay. So like you like my dress based don't know if I fit in, isn't that weird?

TANYA

2:55 That's right?

CONFERENCE

3:01 The Sage intacct, my incredible squad from Sage intacct. Maggie. And then the purpose of this call is to make sure that before we leave here today, I know that Tanya being the person that service, right?

--- Accounting ends ---

CONFERENCE

3:21 And Giovanni, the person that adp that I have created, hello... to be in the test environment. Okay? And I believe that has to happen by way of either a web service provider integration or by way of a.

CONFERENCE

3:50 Third party person that's where I get a little loss, but that's why I created this... kind of framework.

--- Accounting ---

CONFERENCE

4:00 See how the wires we're both on the PM side with service trade, and then on the contract side, you know, clearly defining the service training, adp don't speak. They meet at Sage intacct, and they chat there, but then they both go their separate ways, right?

--- Accounting ends ---

TANYA

4:22 Right.

CONFERENCE

4:23 Okay. So... if... Maggie, Danny, can you confirm to me that like the first line item for me to clear up? Is it today? We will either be taught how to, or know how to, or will it be a good today? Give J and Tanya access to the test environment?

--- Accounting ---

MAGGIE

4:51 Hi, Tanya. No problem. Service timecard. I have no way you've done it. So I know we can give you access. I know how to give you access.

TANYA

5:06 I don't know if we need it. So here are control, do we necessarily need access to their?

MAGGIE

5:12 Or export, right? Tanya?

TANYA

5:14 Yeah, the import export. So we would just be giving you a file.

CONFERENCE

5:19 Just to be clear, I need service trade to have access to the test environment and I need adp to have access to the test environment so that I can break it.

TANYA

5:37 Okay. Okay.

15702343641

5:41 We're the same way for adp.

--- Accounting ends ---

15702343641

5:43 I'm sorry, this Julianna, I had to call in. I wasn't able to get in from my laptop. We, if you tell me if you want us to have access to the test environment, that's completely fine, but we don't technically need it. We just, it's basically going to be an export.

--- Accounting ---

6:01 What we're looking for is an export out of Intacct, to pull the data that's needed for the job information. And then for the duration codes for what you're I TM employees are working and service.

CONFERENCE

6:17 That's cool. But I want you to come join me or the sandbox. So we're going to get.

--- Accounting ends ---

TANYA

6:21 Okay. Okay. That's fine. We're happy with up, sir. Yeah.

CONFERENCE

6:26 So clear. So they buy today and I don't know how GE and Maggie and I don't know Maggie knows how to get gee access or if that's something that happens through booby thing, you know, whatever today, why, which is that we got there. So if, wherever he says, yeah, where do you get there? Cool, we can move on. So next step, Tanya, you have to comments, go ahead.

TANYA

6:50 Okay. I'm gonna share my screen just so I can walkthrough what you did. So the workflow here, a new service job, comp poc comes in.

--- Accounting ---

TANYA

7:04 A team member creates the service trade, job service trade, assigns a job number... when you say location. Do you mean like Jacksonville Tampa kind of? Yeah. Okay. What would you call that... we call like an office?

CONFERENCE

7:25 Okay.

TANYA

7:26 Which is fine. I was why I want to clarify that's what you meant because we use location as customer service location... but that's okay. I just want to clarify that. So.

--- Quote templates ---

CONFERENCE

7:39 Clarity.

TANYA

Hello?

CONFERENCE

For going forward, I speak your language, it's off.

TANYA

7:46 Okay. So offices selected, once you create that job, we can have that sync over. So then work item and job type. So what do you mean by their, like, is it a repair job or is, are a maintenance job? Because we do have a job type? Is that what you're meaning?

--- *Quote templates ends* ---

CONFERENCE

8:06 Well, that was the conversation. They click get kept getting spun up along with Chris about... meaning, remember, we said, okay... if a job, if he's sold as an inspection and that would create... in the time card back into that job was created through a costco default. And we said if the greater percentage of the time that the inspector goes that job site or that task for that, whatever, where do you want to use?

--- *Accounting* ---

CONFERENCE

8:44 Whatever system is yours? Then it becomes, when the... service manager approves it, we know that when it hits in Sage, intacct, land softly, it's a quantity of units of ours for a specific person, that person has a costco. Now, I wanted to make sure that there was a conversation between job type and... work item that you guys use that. I don't file that by making it be one thing.

--- *Accounting ends* ---

TANYA

9:19 Because we need a call. And just so I'm clear to you because there from the discussion was a lot of the cost code bomb most of the time. Somebody is always something, but occasionally they may do inspection. And this really has to do with bands will deliver that because workers' comp is lower on some tasks than others that's ultimately why we're wanting some.

--- *Recurring maintenance* ---

CONFERENCE

9:40 Yeah. I'm perfectly okay with scratching through any of these items. This is not viable until we all say it is, you tell me what you're going to provide you. So I want to know if the job type meaning forget hours, forget labor.

TANYA

_{9:58} Huh.

CONFERENCE

_{9:59} When I set up the job, I set it up as inspection or core service, right? There's two types. What's that called in years?

--- Recurring maintenance ends ---

TANYA

_{10:12} So, when we, so, when we create a job, so we have two two things I think that we're talking about, let me share my screen. So when you create a job, so this is the office, this is where it would be Jacksonville or Tampa. Yup. And then you've got job types and the job type could be, it's a service call, it's an inspection... et cetera.

--- Type of work ---

CONFERENCE

_{10:37} Yup. Okay. So...

TANYA

_{10:38} That's one thing that we also have what's called service lines which like what are we out there doing? You know, more granular, maybe, like are we working on a boiler? Are we doing sprinkler? Are we doing, you know, a commercial water heater? Okay? So that you don't care about what you would really drip, changes your workers comp rate is, if it's inspection or service?

--- Type of work ends ---

CONFERENCE

_{11:06} Candidly, that's not even so much at the job level, right? I just wanted to confirm that this morning, when I was typing it in that, what did you call it the, in the managed job section, right? What are those, what are those considerations call today called job?

TANYA

_{11:24} Type stuff? Sound?

--- Parts management (purchase orders) ---

CONFERENCE

_{11:25} Good. Excellent. So when you set up a job, right? Because that's going to be accounting function for me later when it lands in... on the job side of.

TANYA

_{11:39} Okay.

CONFERENCE

11:42 And it's just job type that would come in. Okay? And when I say come in, that means that... so we scratch and work item and it'd become the job type.

--- Accounting ---

CONFERENCE

11:53 Okay? And... if you guys are right on my spreadsheet or my document there... when you dictate the location, Portland and what that is called his office. Now, when the office is selected.

TANYA

12:12 Yeah.

CONFERENCE

12:13 That office is going to... tell, I think I wanted to, it's going to self serve it to tell Sage intacct, it's this type of job. Now, that is going to create a control group in adp.

TANYA

12:36 They're worse. I gotta go back to that diagram. When we, when Jacksonville creates a job that's really what it defaults to is that office location, and you want that office location to come over as what Maggie, is that setup as locations or what sets it up in Intacct?

MAGGIE

12:55 Location that, hey, where it says location is selected up the location on the job?

TANYA

13:00 Okay. Okay. So our office equals the intact location?

MAGGIE

13:07 And job type this job, it's the same thing. And in fact, okay.

CONFERENCE

13:11 Everybody pause. One second. I want to bring Gianna into the conversation... Giovanni location.

--- Accounting ends ---

CONFERENCE

13:20 Okay? In this conversation is going to don't get him out of me is going to default to a super excited to become a person?

15702343641

13:32 No, I'm location goes to location sort of located Tampa, Jacksonville.

CONFERENCE

13:38 Was paws forget the word don't think about the work, right? Because your word of location means what Tampa, right?

--- Accounting ---

15702343641

13:51 Tam, yup. Tampa, Jacksonville, Davey.

CONFERENCE

13:54 So that's perfect. Because in this application of service inspection test maintenance only when the location, because we only have a single manager for this group of people is the control group?

15702343641

14:16 Okay. So you're saying that you're not gonna have the project manager listed on these jobs and either service trade or in Sage intacct?

CONFERENCE

14:27 Well... no, you will not. Okay. Say again?

15702343641

14:40 For it, M, jobs entered into service trade, there's not gonna be a project supervisor assigned. And then when that transfer over to Sage intacct, there's not, no one's gonna go in the project supervisor field and Sage intacct, either?

CONFERENCE

14:58 Well, interestingly enough, could... Maggie... I'm sorry, Tanya... is there a, is there a spot on service trade that can read or write to the Sage intacct project manager spot in job setup for.
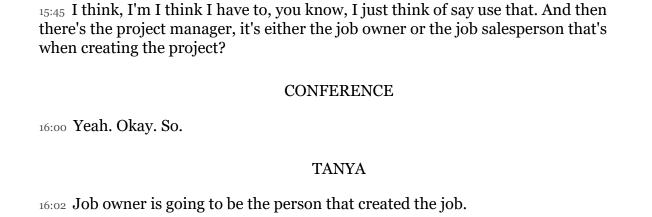
TANYA

15:24 I think can control how I'm looking at the, there is a, yeah, default project manager. It can either be the job owner or, yeah, they see the job owner... is that?

--- ST app contracts and pricing ---

KENTREL

15:43 Yeah.

TANYA

15:45 I think, I'm I think I have to, you know, I just think of say use that. And then there's the project manager, it's either the job owner or the job salesperson that's when creating the project?

CONFERENCE

16:00 Yeah. Okay. So.

TANYA

16:02 Job owner is going to be the person that created the job.

--- ST app contracts and pricing ends ---

TANYA

16:05 Like if you're dispatcher created that they would be there let listed as the job owner. And then if you had a quote that turned into a job, but then that salesperson would be, yeah.

CONFERENCE

16:20 Okay. So... let's not get wrapped around the actual that. Okay? So, got it. So.

--- Accounting ---

TANYA

16:27 Going back down to your, our location is selected, the job title. We're sending the job type is selected. And now the job is basically created and it's visible to the chat, correct? Then that, yes, the location would default or office. And then I guess this is what was I had a question on? Was this predicts the cost code? What are your costco? Does it, are your costco? Just like inspection repair service?

--- ST app contracts and pricing ---

CONFERENCE

16:58 Correct.

TANYA

16:59 Okay.

CONFERENCE

17:00 Lots of service or because the cost code in this conversation is functional to all the labor, right? This is all we have labor topic.

TANYA

17:12 We don't really send. I mean, we're not sending over any type of cost code. Okay?

CONFERENCE

17:20 In the in tack space service jobs would only have to potential labor costco.

--- *Accounting* ---

TANYA

17:32 And what are those two? Either inspection or repair?

CONFERENCE

17:36 Yeah.

TANYA

17:37 Service? Okay, inspection or service? Okay. So, right now, our job type... maps over as a class.

MAGGIE

17:55 That's good to know, Tanya. So it doesn't come over it together is an actual job type in intact. So, your job like who's over to the job?

TANYA

18:05 Yes, it controls that's something that we're talking and our expansion of. But sinking with the job, was that one of the things on the list?

KENTREL

18:14 Job type thing? Cost codes?

TANYA

18:16 Just John type?

KENTREL

18:19 No, it's not.

TANYA

18:21 Okay. Okay. So, Tam, you're wanting to lean on the job type to help like when that gets sent over to Intacct, so that adp can correctly pick up stuff. Is that where you're basically saying?

--- *Accounting ends* ---

CONFERENCE

18:36 No, no scratch that topic?

TANYA

18:40 Okay.

CONFERENCE

18:41 Does the team member as we discussed prior, we'll predicate the cross costco, that conversation about the balance here. Okay? If you guys need inspector 97 percent of the time, you have to do some service that's a work comp conversation, non topic, no big deal. Scripts that off the list?

--- Accounting ---

TANYA

19:02 Okay. So, I don't need, we don't need to worry and your example about passing over a job type?

CONFERENCE

19:12 No, you're the job type is what you selected?

TANYA

19:15 Will select in service trade, but you don't need that to go because I was, it was this project costco that had me wondering, but we don't need to worry about that. Now is what you're saying or just based on what's come over you, if you guys will use that to predict the cost code? Okay? So then all this, you know, obviously nomenclature aside that's all correct, you're then you're saying that location that was selected controls to the super is, so, yeah. So then it will say set the job up in intact. At that point, it will bring over the job name. If you have chosen to select to bring over things like a project manager and some of those other there's a few things that we do sync over to the job. It will sync that over to.

CONFERENCE

20:05 And can you give us the menu of items that you can sink?

TANYA

20:12 So we can sync. If we want to use the project, we can sync a default customer. So it will look just bring it, match the customer to the job?

CONFERENCE

20:23 Hi, I'm saying is I don't want to do that right now.

TANYA

20:25 Right, right. So, yeah, yeah, you can give you the list. Okay? I hear you is like not, no, I understand. Yes, I can send you that. Okay?

CONFERENCE

20:33 Okay. So then the job now lives in intact. And yes, I'm dispatching my team member that happens to be Sergio you guys are looking at?

--- Tech time tracking ---

TANYA

20:43 It's very nice.

CONFERENCE

20:43 Cabins me clock into a job. So the time clocks in and out of service trade. There's a weekly review, a one time, whatever weekly review of the time card by the... service manager, does a final agreement of that service truck, the service, you know, any changes he needs to make her, she needs to make. They make them in service trade.

--- Accounting ---

TANYA

21:15 Correct. Time corona? Huh?

CONFERENCE

21:18 Export that time card by way of stack?

JASON

21:21 Yes.

CONFERENCE

21:22 Okay. And now here's the air traffic control conversation that lands in certain Sage intacct, by way of an upload, correct?

TANYA

21:38 But I believe we're sending it out to a file. And then you guys are, yes, uploading it in a, via the template that we drops it into.

--- Parts management (purchase orders) ---

CONFERENCE

21:46 Okay. Nope. Okay. Cool. Maggie, you're the receiver game where the receiver of that information, do you have the receiver size?

MAGGIE

21:57 I think that's gonna go that will go to someone on your team came to import?

CONFERENCE

22:02 No, I got it. So there's this piece of paper over here right in my left ear and that's in service trade and my service manager is going to extract it and you're gonna send it to rows and rows today.

--- *Accounting* ---

CONFERENCE

22:18 And then Rose is going to upload it manually into Sage intacct. And I'm asking, do you have a place for that to land?

MAGGIE

22:27 Yes, you do. Yes.

CONFERENCE

22:32 What is that called in your landing spot?

MAGGIE

22:36 The, it would be a time sheet import?

CONFERENCE

22:39 Fine. She important, and that happens every day all day. No problem. You don't need that. We don't need to hire anybody or getting anybody to write code or that's their.

MAGGIE

22:51 Just the CSB import... yes.

CONFERENCE

22:55 Alright, great. I feel like I just made my, okay.

CONFERENCE

23:02 You are in my right ear, you're over here? Gee, you're hanging out then you need to get the hours and are you telling me that adp can read from that location that Maggie so incredibly just provided for us? It's sitting there and, you know, have grabbed.

15702343641

23:26 Be the same thing. We would have a CSV import of this information that where we need the employee ID information, or badge, whatever we're using to identify the employee, the date, total hours and the job work.

CONFERENCE

23:42 So, you're telling me that I have to manually upload it to adp?

23:47 Or done we have what's called an S FTP site. So as long as that CSV just comes out of stage and get to load it into that asset TP. So we automate that where we, whenever you tell us, they, if it's going to be Monday morning at eight a M. Whenever it, it's gonna be, we go and look for that file in that F, S FTP site and manually loaded or sorry automate the load it.

CONFERENCE

24:16 Okay. So, Paul... because you didn't answer my question... I just created a place for information to land in Sage intacct... use about... for the last several months. We've been talking about the connection between adp and Sage intacct, where you are going to read... from Sage intacct. Did I just hear you told me you don't read from Sage intacct?

15702343641

24:58 I have two options here. We can either go the S FTP site, where again, it's a CSV file?

CONFERENCE

25:08 Boss, boss, both calls. I do not know what S FTP is that's the first time I've ever heard it. So let's use degree that's not an option right now? What's the second?

15702343641

25:22 The second option is an API connection, but for that API connection intact would have to give us their API credentials and tell us exactly where in their system we're pulling from.

--- *Accounting integrations* ---

CONFERENCE

25:37 So it doesn't that sound a lot like me asking you to get into the sandbox.

15702343641

25:43 It's not, those are two different things.

CONFERENCE

25:45 Cool. So that, that's where I'm the client and I'm confused because when you say everybody says to me, we have API, we have an open API. We communicate with these products. It sounds a lot like... what is booming?

--- *Accounting* ---

15702343641

26:07 Bumi is doing the translations of what's in Sage intacct and translating it into adp for what you currently have listed in workforce. Now. So, for example, the, in

Sage intacct, it looks like the project manager might be going and what potentially their ID we, that ID... that four digit or five digit ID that's in Sage intacct. Isn't what's listed in workforce now? So we're then translate and everything and putting it into the correct format to create your organizational structure for the business structure... the custom translation.

CONFERENCE

26:51 The G, for the last six weeks I have drawn sent, talk to, asked about every single human being between your team... Damon carry yourself. The, this function between adp and Sage intacct is automatic. It's a sink. It's an API. So whatever.

15702343641

27:17 Well, even the S FTP is automatic.

CONFERENCE

27:21 It wasn't as a PP.

15702343641

27:23 S FTP folder. It for workforce manager, it's a place for us to get data from a third party integration. So, as long as it's seamless, how we can export it out and load it automated where you don't have to export it out. We export the data when you want and loaded into that SS FTP site. That was the belief that it was either Sage intacct was export in it and put it into that file, automating the process of how often they're gonna run. So changes to the, to a new job coming in or then the once a week of the time card data coming in. We would then automate pull in the file from that S FTP folder and pulling it into workforce manager, or we go the API route where again it's all automated. Both ways can be automated as long as all parties provide the correct credentials.

CONFERENCE

28:20 Okay. So.

15702343641

28:28 It's the same as how idea I would have done it would be.

CONFERENCE

28:31 That's fine. I, okay. Cool. Like before I stroke out and pull them... how did you get the job information over every day?

CONFERENCE

28:45 It would be the...

15702343641

28:46 Same exact, this would be the same exact way it'll be the same thing where either do an S FTP or an API connection.

CONFERENCE

28:54 Well, which are you doing? What did I buy from you?

15702343641

28:56 It's dependent on Sage intacct on what they can provide.

CONFERENCE

29:01 So I'm glad we're having the meeting because I go live and five weeks and you're saying what Sage intacct provides you, Maggie, please send me a lifeline. Sure. What do you provide them?

MAGGIE

29:12 Am I, and I don't know, I'm just confused. I don't understand this connection because I thought it was, I thought booming especially after our conversation yesterday, I assumed it was a direct connection. I've been, I'm just confused on the API credentials. You, the only thing I know up or API credentials is you would have to purchase a developer license to get those credentials.

--- Accounting ---

MAGGIE

29:38 You're almost paying for the connection. Other than that, it's an import export from what I heard. And I, I'm just, I'm not really.

CONFERENCE

29:47 I mean, that sounds automated import export, S FTP. I don't know your eyeballs just told me something. So I'm listening. Okay? So you can't cover with your eyes. Now, it's on you. Always helpful. I gee, I'm not a shock. I'm at a loss here. Okay? So.

TANYA

30:13 S...

15702343641

30:13 FTP mean secure file transfer protocol. So it's basically a folder of where you would do an import export, but it's a way to automate it. So you shouldn't have to do anything. It would be, should be automated on the platform that to export in the information now and it automated from the platform that's important.

--- Tech time tracking ---

15702343641

30:36 And then we would set up that automation. We say a date and time that we're constantly look in that file to see if we have a new business structure file to load in. If

there's any new jobs coming in daily. And then we know that weekly at same, you say Monday at eight a M, whatever time you do. We're now looking for the duration hour or the time card hours to.

--- Accounting ---

CONFERENCE

31:01 Hello. Yeah. It sounds like we're you know, you might just be that I'm from Spain. You're from Mexico about speaking Spanish. We don't understand each other. So, Maggie, do you have an SF PP?

MAGGIE

31:17 I didn't know what that before.

TANYA

31:20 We...

15702343641

31:20 Have we have the S, FTP? We just need Sage to put that CSV file in that folder.

CONFERENCE

31:30 I would say to do that.

MAGGIE

31:33 Yeah, that's where I'm I don't know that.

CONFERENCE

31:38 Hello? Hi, it's are connected between adp and Sage.

15702343641

31:43 It's through this through. Yeah, it's we've done it before.

CONFERENCE

31:53 So, when you got my document this morning and it said adp redo the hours adp calculate payroll, adp sends back a GL. So, how does adp send back the GL?

--- Tech time tracking ---

15702343641

32:08 That part is go, isn't that going through Idi? Because they have to?

CONFERENCE

32:15 You don't have Idi, you guys didn't you too. Bye.

15702343641

32:18 Export out, isn't Idi for the certified payroll that's been getting pushed back to see?

CONFERENCE

32:24 Yeah.

15702343641

32:37 So, general ledger and all of that cost stuff that's workforce. Now, the play the payroll portal that you're currently using payroll since the general ledger, and that's common that's Idi, that would translate that information.

CONFERENCE

32:54 There is no there man, you guys?

CONFERENCE

33:01 Wow.

--- Tech time tracking ends ---

CONFERENCE

34:22 Okay. So is booming?

DOROTHY

34:24 Hello?

15702343641

34:26 Yes.

CONFERENCE

34:29 Hey, Jason, are you do?

CONFERENCE

34:35 Yeah. I mean, what is your, I have a document that I signed with... Damon and carry that effectively told me that bumi replaces ideas.

JASON

34:53 Well, for the time system, correct? Yeah, it sounds like you're doing the certified payroll and that's from payroll to.

CONFERENCE

35:03 Nobody has set of we're about we're talking about the wiring, the communication. It sounds like I have a huge gap between how do I get my jobs over? It seems like Sage... doesn't have or doesn't know about this at the S, FTP process. And it sounds like adp thinks there's more things to happen and... I'm still educated we'll call it... but I feel like I wrote a pretty good narrative here.

--- Accounting ends ---

CONFERENCE

35:40 This is the same thing I would say with your entire team as to what supposed to happen now for several months. And when, you know, when you say, hey, I don't need to get it in the sandbox, what, where we could do on June for, like how does the information, how do I get you information?

--- Accounting ---

CONFERENCE

36:00 And how do you get back to me? This is the information super highway one going east. One's going west information goes from Sage intacct to adp that's the quantity of ours, you calculate payroll and then it comes back over as a GL entry to the job. So I properly job call... then... but.

JASON

36:26 Okay. So, what like...

CONFERENCE

36:26 There's a connection?

JASON

36:31 Okay. So, what bumi does is it integrates third parties to the time system. Those Sage intacct export to file, puts it up on the S FTP site. They should have someone that their company that can handle that connection. We will provide the user name, password and the information on how they can connect to an S FTP. They export to file, goes to the S FTP site. And then bumi processes that file to get information into... workforce manager, then provides payroll data through bumi, payroll processes that data. And then payroll exports out the GL information back to Sage with the certified payroll report, which is handled by Idi.

--- Tech time tracking ---

CONFERENCE

37:34 Idi. Doesn't work for me. They're not engaged... at all.

JASON

37:42 Then, is there someone on the payroll side that is creating the GL link to say?

CONFERENCE

37:49 Hey, the payroll side, what do you mean by that?

JASON

37:54 Well, W, a fan is the payroll, W, FM is the time so time does not process payroll does not process time.

CONFERENCE

38:06 You have...

JASON

38:07 The adp blanket with two different sections to different softwares that speak to each other. And are you doing anything currently with payroll?

CONFERENCE

38:20 Well, you mean like...

JASON

38:23 Are you guys implementing payroll? Are you already have payroll?

15702343641

38:26 You already have payroll? You already have payroll, you're already processing payroll, do work through workforce. Now, when you process payroll through workforce, now, that's where you get your general ledger output?

--- Accounting ---

JASON

38:40 Right.

MAGGIE

38:42 That's correct?

15702343641

38:43 10, that would not be our side of it. We're time and attendance.

JASON

38:51 And I would guess that you already have a GL from your link from your payroll to Sage currently, or is that not the case?

39:02 This is a new Sage. We're currently in stage 100.

--- *Accounting integrations* ---

CONFERENCE

39:07 This is an entirely brand new system, Jason, Sage intacct has been engaged for a few months to build the platform as my accounting record of truth, service trade has been with me for several years as my service software. We're integrating service trade as the record of truth for hours for service inspection test.

--- *Accounting integrations ends* ---

CONFERENCE

39:25 We're giving them a landing space in Sage. Intacct. Your team is supposed to be reading that information from Sage intacct?

CONFERENCE

39:36 Hey, Carey. Take care. You finish your stuff. I need to fucking meeting immediately with you and David and the team. There's a huge disconnect as to what you're providing me. So John, he's doing our best ever retrying, but there's a huge gap here. They're telling me that I'm supposed to have Idi, you guys told me that will be replaced Idi. They don't even know how to get into intact. There's no open API. This is a mass.

CONFERENCE

40:09 I need somebody, I need somebody to be on the phone with me at three o'clock today with your entire team. I don't care what people have to cancel. This is a mess and I expect effects. Okay, cool. Thank you. Alright. So Jason back to you. But so I'm trying to understand... this whole piece because I don't I'm sure that everyone that's on the call is probably say this meaning.

--- *Accounting* ---

CONFERENCE

40:35 I feel like I've been saying this for months, right? In these very specific words that we're going to put the hours in reviews in Sage intacct and adp by way of an API is going to read that. Now, maybe the word API is synonymous for S, FTP. The whole conversation was about it being automated. Now, one thing I do want to recognize is that you just said WSN as in Nancy, a W have M as in Michael. So maybe I'm missing part of this equation. WFM is what... time?

JASON

41:20 You're from is the time system? Correct? And so bumi would do the integration from Sage. Now, bumi has the capability of connecting to a Sage applied API, but it's based on what someone said in the conversation that's a fee. So there's the other option is for them to export a CSV file. And Gianna has been asking for this for a long

time. If it is going to be API, we need to know what the connection is, where the data lives within that API, or provide us with the CSV file and put it up on the S FTP.

CONFERENCE

TANYA

42:08 No, I'd say something I can, I, you know, if one of the choices to provide a CSV file, I'm just trying this out here. One of the CSV file that service trade is providing that's what we sort of skip in tact but it could have the job information and it would have the hours. Would that simplify things?

CONFERENCE

42:33 Definitely trying to save some lives and thank you.

TANYA

42:38 About him, like if we used to have a file that needs to be created, we, I mean, it's you know, it's kinda, yes, it's passing me.

MAGGIE

42:44 There's a bigger.

CONFERENCE

42:45 Bigger issue here, right? So, I already have that problem solve Rose, just uploads into W FM and skip Sage intacct.

--- Accounting ends ---

CONFERENCE

42:53 I don't care that the unit of measure unit of ours, it, Sage intacct, who gives a shit? I don't care.

TANYA

43:00 Okay.

CONFERENCE

43:01 There's do. So you and I are on point now. Let's say we get past that.

TANYA

43:06 Okay.

CONFERENCE

43:09 I don't understand. So the guns to the guy clocks in, if you scroll down, maybe this is more helpful, scroll down to the next grouping if you would.

--- Accounting ---

TANYA

43:21 Sure.

CONFERENCE

43:23 So down in contract.

TANYA

43:25 Yeah. Okay.

CONFERENCE

43:27 So, we're in a different bucket, right? You know, person's keyboard, set up the job or cool. We do all those things. All that information lives in intact and Maggie and Danny, stop me if I'm wrong, we're fine there, right?

MAGGIE

43:42 But...

CONFERENCE

43:43 How does adp read from contract... the information regarding? And you're saying that Gianna is asked for this several times? Okay? I'm gonna pause on that for a second. But the CSV file that we're talking about, is it to be, assume that... someone's going? I think I heard you say you could read it, but it had to be somewhere now, Maggie saying we don't have a place for that to be. I don't think.

15702343641

44:24 Hi, simpler to what's going from service trade to Sage intacct. How are you getting that information there? It's a CSV file, that data being phone from the one to the other?

CONFERENCE

44:34 Well, that's not accurate because the job information goes direct connect. The CSV is just the hours that's the time card that's a different Adam. We're now, or is it, how are you going to know it's programatic started a new job and that job was assigned to Adam that he had some bits of the quarter in the picture there with these three main underneath it, right? I mean, that's has control over, how are you going to know that every day? So that when my man who's in red hat tries to clock into the job the next day and he has been assigned to that new job. How do you know on a daily basis? How to get the information that's been updated in our system? How does adp read the information from Sage intacct? Forget about out. How does Sage?

15702343641

45:19 It was, it was changes only there, there would be a changes only information that either again, we're either doing an API connection once a day or two. What sorry twice a day, US for twice a day, whatever times of day you want that were either use

an API and going into intact and looking for any changes or Sage intacct is providing us a change only file of this data and it's five items that we need can be in any for.

MAGGIE

45:50 I don't understand how you're getting up those same provided I'm good. How did people from?

15702343641

45:57 Have you, what have you out with integrations before? Have you worked with provided information from Sage intacct into another third party?

MAGGIE

46:07 I've never had to happen, no.

15702343641

46:09 Hi, third.

MAGGIE

46:10 Party and all over the place, but we've never had to create a change file and go to this, S, that whatever the initials where. So this is the first time for me. I'm not, I'm just not understanding. I'm not connecting dots here.

TANYA

46:31 Is that, where are you saying? Then? She's gonna have they're gonna have to export like a file? Potentially, either they have to export a file daily of what new jobs were created, or some heavy connected through the API, right?

15702343641

46:45 Correct. Either way.

TANYA

46:46 But to connect with?

MAGGIE

46:50 It sounds like we have to purchase the developers license or they have to purchase the developers license because they still have that action. So they have to basically as if you're doing a custom integration, you know, you buy the developer license, then you get credentials. So it sounds like the feeder that option, but I'm still, I guess what I'm maybe I'm not saying it correctly, but someone have to physically go in and X and do an export of any changes that have been made daily, and then upload to those, take your site.

15702343641

47:23 I can speak for adp that we could do something where if there are changes, for example, changes to a schedule, changes to a time card, we can once a day look for what changes have been made to the time card or to schedule an Autumn, automate an export that out, load it into the S, FTP folder. So if anyone is involved with the integration piece of it, we can automate that and then it's and then.

--- Accounting ---

CONFERENCE

47:53 I like to, I like to read, okay, and a quick Google search tells me the integration between Intacct that adp will help mid sized companies reduce or, and eliminate rework, companies will be able to easily sync employee data and post payrolls from adp to their general ledgers with, into. So that is absolutely what was told to me by your sales team.

--- Tech time tracking ---

15702343641

48:23 Him. And that's on the, that is on the payroll side that's not our portion here. We're just talk about the import coming into workforce manager, your time and attendance you have that you do have that, but that's a separate section. The, it's the same exact thing. The same as how adp will be able to integrate back to Sage intacct and automate that.

--- Accounting ---

15702343641

48:45 We're looking at Sage intacct to automate it into us as well or automate. So either provide us credentials for us to, on to do it all for you or automate the data. The same as how you're asking for the workforce now, data to automate and send back to Sage. We're asking for the information coming in. It has to be automated. Somehow, it has to get to a, somehow either we're gonna lock in on the Sage intacct or through an API connection and grabbing the data that we need. But Sage intacct would have to grant us that access and give us those credentials or Sage intacct is export it out of file of the five items that we need and we automate and take it out. It could.

--- Accounting ends ---

15702343641

49:34 Hey, that against him. I didn't hear.

CONFERENCE

49:36 How much is the developers license?

MAGGIE

49:38 I, I'd have to talk to me about that. I'm sorry, but I can get the quote sent over to you though I can have.

--- Accounting ---

MAGGIE

50:03 Is there a connector we can purchase that's not been developed over his license? Is there like a bridge that we can, that they can purchase to bridge the two? Thomas, nobody has to do any export or import if they don't go the route of the developers license. Is there some type of connector that will send that information over to the SF TP automatically?

--- Accounting integrations ---

15702343641

50:26 That wouldn't be on our side. We are providing the S FTP folder for free to clients to use that as an integration piece or we have to use API to call into the third party, that to the other software. But I don't know if that's something that you have on your side.

--- Accounting integrations ends ---

CONFERENCE

50:52 Well, not to go up the party but Tanya, thank you so much for your help. Like I don't know what to do here. I'm sure. I'm kind of at a loss.

TANYA

51:04 I think for us, you know, we can get, we have part of, we have most of what's needed, you know, for the, we have the time with ours.

--- Accounting ---

TANYA

51:13 We have the employees. We have the jobs. And so, well, what we had worked on was getting this configured to go to adp. I think, I mean, we'd be getting your configured to go to intact if we find as you investigate this further term, but it really is easier better to go skip over intact and go to adp. The, you know, let us know and we can re, look at how we could export because I was messaging with control and so here, like could we possibly do this and control coincidently? Actually, we used to do some adp stuff, was saved 100 contractors. So I was relying on him to get his thoughts. So that may be something that we can provide is just let's skip in tack for now. You guys go ahead and do you know? And then adp sends back just the journal entry because as you said 10, you don't care if the hours are intact, so that would take a step out of the process. Then we can look to that.

--- Accounting ends ---

52:20 Yeah.

CONFERENCE

52:30 I just, I don't know how we're here. Gee, nothing we can't get beyond it, but like.

CONFERENCE

52:49 Well.

TANYA

52:59 I think, you know, it sounds like you're going to have a meeting based on the phone call I overheard this afternoon and figure some things out that I think we can rebuild. We're definitely here to regroup and help however we can.

CONFERENCE

53:16 I know that.

15702343641

53:19 And do you need the, yeah, I'm sure the goal is to have all of the jobs in intact for whether their service jobs or the contract jobs.

--- Accounting ---

15702343641

53:32 Do you never mind? I'm answering my own question, your goal is to have all of the jobs in intact, right? Service and contract because that's going to be for cost pass code and purposes, right?

CONFERENCE

53:47 It's my accounting system.

TANYA

53:49 Yeah, and yeah, we'll be sending ours the service jobs over and then they'll be creating their own drop their construction jobs for the contract jobs directly to.

15702343641

54:02 Right. So, similar to how intact it was going to have all service and contract job, adp would need all service and contract jobs as well. So, the hope was for into it, well, the goal and what I believe will absolutely happened is that impact and adp will be matching and mirror and what the job code is, job name is the project manager, the location, whether it's contract or service, we would have that listed as well.

15702343641

54:36 I think we need to Maggie, from what I'm hearing is you haven't worked on the developer type side of Sage intacct?

CONFERENCE

54:46 Yeah.

MAGGIE

54:47 I wasn't here for that because we were assuming adp was handling all that. Not most, we would just have to maybe put a sender ID in or give you a sample.

--- Accounting ends ---

MAGGIE

54:55 I'm card would look like that's what we normally do. I didn't know we were going to have to involve our developer. You have an in house developer wasn't aware that 80... third party connector.

CONFERENCE

55:10 So, right now, isn't it max warmer post the GL? Huh. Yeah. Okay. So I mean, this whole thing is like... insane to me and Tanya, you must know bucks.

TANYA

55:27 Control it. I just for about... 100 contractor Sage ERP. Okay?

TANYA

55:40 True and draw worked on it. Yeah. Yeah. Max. Okay. This is the guy for sure. We save 100 contract to people. Yeah.

KENTREL

55:53 Now this.

CONFERENCE

55:53 Slide bookmarks. Liver again, I'll be out.

KENTREL

55:58 Yes. I, on this makes sense. Now and Tam, everything you're saying, I know max limit, no that integration. I know everything that you sent. This all makes sense. Now? Okay?

CONFERENCE

56:07 Hello? Okay. So here's the deal. The whole purpose of this whole system with this. Once you get a pop away from that, got that process and not very broken system.

--- Accounting integrations ---

CONFERENCE

56:21 And when we tried to go Sage intacct, and me and Andy show me the product. I want to thing. I want to be cloud base, not server base integration with a better time keeper because I'm currently using something called clock chart. It integrates through next sliver right? So.

--- Accounting ---

TANYA

56:47 Yeah.

CONFERENCE

56:47 Circus event going on in my life and I said, okay, I'll buy Sage intacct. I'll build out, Sage intacct. Wow. Sage intacct connects with service trade because Tanya used to work there. Wow, this will be really amazing. Carry came in from adp. Got the game and they brought some dialogue with, okay, we're gonna do this with fantastic, right? Okay. I BI, we're going to use them because of the certified payroll. We start to go down the rabbit hole. These are all API connection. Yeah, the open API between adp, Sage intacct, adp, or I'm sorry, the Sage intacct, ap, and then service trade, we're good. We all communicate.

--- Tech time tracking ---

CONFERENCE

57:32 I don't need a third party. Well, if you need a third party Idi because a certified payroll, they're gonna do X, fantastic. Okay, good. Everybody started to go. We start to build out workforce. Now that's a 26 we built, we start to work BuildOps agent that's it that's period build.

--- Accounting ---

CONFERENCE

57:51 We're going to try and Drake, I keep saying, hey, who's gonna wired up? Who's gonna wired up? Who's going to connect? Ap? Who's gonna take the groundwork. I've done this 25 to now find out literally. The adp cannot automatically direct connect with Sage intacct and read the information is mine.

15702343641

58:14 We can, we, it's the same as any two systems. You need an API connection. And we the...

JASON

58:22 Bile all that you export that we can import in or any connection to an API that provides the same data that would be in the file. Hi? Bye.

58:33 And the problem is that when, you know, he, when most people here it KPI, they're assuming that it's already connected. Like with service trade, there's already the API connections there. We just go to the web services. They type in service trade. We've mapped it, sends it over. And so, I think that's where some of this is just, I just connected because I thought that because you guys workforce now and adp, you're in the Sage intacct in tack network, right? That they already, you guys have already done some of this legwork that sounding like know that you guys, it has to be written or it's their.

15702343641

59:15 It's there, we do well. We thought that honestly, we dot intact already had the IPI API connection that we just needed the credentials and we just needed to know, okay, where are these values in impact? Then we'll pull from that. That's one option. Or the second option is if you don't want us to log into log in through the API connection, if you don't want us making that type of call, then we'll just automate the file, form the file transfer.

TANYA

59:48 We...

15702343641

59:48 Know, we know that impact can automate and export out. And we know that adp can automate and import in from a file.

TANYA

59:57 So, you're saying?

JASON

59:58 Hi, Katie.

TANYA

59:59 Make adp can like literally go. It tells Sage intacct to run this report or run this file, export it, dump it here and I pick it up.

15702343641

1:00:08 Yeah.

TANYA

1:00:09 How does it, how does it do that?

MAGGIE

1:00:11 Yeah. I'm thinking who's building that?

JASON

1:00:14 Know, adp does not tell Sage intacct to create a file. No, we can either call to an API and grab data and then we'll make our own quote unquote file or Sage intacct can create an export and upload it to the FTP which can be.

TANYA

1:00:34 So, with intact, is it like with service trade, it's an open API? You just, you know, you could right now connect to it, etcetera with a, with intact. Is it the same way Maggie? Or they have to be a developer to access that? Or... you bypass the log in, they'll be able to log in and do that.

MAGGIE

1:00:55 The only way you can get API central agent tag. So you gotta be careful when you say we need Sage intacct to provide us credentials on how stuff does not help.

--- Accounting ends ---

MAGGIE

1:01:05 They just works. You have the client has to have central to build, cousin, he only sell that to build custom. Typically don't have them purchase it for a third party integration in the marketplace. So that, but if you need credentials, you don't have the API connection already, then Tim would have to go by that developers license just to provide you have API credentials.

JASON

1:01:35 Okay. So then can you export a CSV with the data needed?

MAGGIE

1:01:41 What, what happens in the future though, Jason, I guess I'm getting so confused. I feel like we're going in circles. I apologize for not being if I'm just missing the boat here. I do, can I work with third parties all the time?

--- Accounting ---

MAGGIE

1:01:52 I'm just really missing the boat here. If we give you a simple export with the sample job, what happens after that moving forward? Like we just say here's what it's going to have. Yours just the ID, the name, alright, Jason, there you go. But then what?

JASON

1:02:07 You should be able to automate that, to drop it onto the S FTP that we're providing?

--- Accounting ends ---

MAGGIE

1:02:13 Who can automate it? So, who has to build that drive to get my develop that? I guess that's where we're missing the link. Like we never got an Australian.

JASON

1:02:20 Amazing. Maybe we need to speak with someone that knows some more about that development site on Sage then?

MAGGIE

1:02:26 Or problem with that though. He's given stage where the consultant where that we are the consultant getting them implemented. We did not in scope. He did not say prepare and have our in house developer build the integration. So, are you saying that I... could... build it to make the connection work? He's gonna have to because consultant, bye-bye...

--- Accounting ---

JASON

1:02:53 What I'm saying is what I'm saying is that we need that data and we need that data, either drop to an S FTP on an automated basis where we need to have a connection to an API that's it. Nothing else. Those are the two things we need the data. How we get the data. We don't care. Is it through an API connection? Great? If it's not, then we need to file.

MAGGIE

1:03:20 I think you're...

JASON

1:03:21 I need the data.

MAGGIE

1:03:22 And it'll be either get our developer involved. They have, he's gonna have to create this connection or whatever you wanna call it, this automation.

--- Accounting ends ---

MAGGIE

1:03:30 And we'd have to get the developer to scope this out, which I wasn't aware of and it would involve a while ago. I knew that or I send you a quote for this developers license, give adp the credentials once you get it and then call it a day.

CONFERENCE

1:03:45 I wanna talk to the smartest guy in the room control. I need to talk to me. I can't hear you.

KENTREL

1:03:53 I'm not the smartest guy, but.

JASON

1:03:55 I think offensive.

KENTREL

1:03:57 Hello. Hi, smartest person in Israel, bad at all. Trust me.

CONFERENCE

1:04:02 Hi, I'm watching your wheels turn and you've lived through multiple things. So, my comment about smartest guy the room is about the quantity of intelligence and each book, right?

--- *Accounting* ---

KENTREL

1:04:15 What...

CONFERENCE

1:04:15 I'm asking you is that, do I currently use this concept of an S FTP with max... 100? Do this?

KENTREL

1:04:27 Basically pulling your stage 100 contractor. Are you all doing it right now? Is you all go into saved 100 even though, I know, I believe it's five five five to do your payroll and you go in and you do a trial compute. Then max will come in and it actually handshaking. So after that, max will pick up a file and it lands out into a file somewhere at max warning. And then that file you go into max is kinda know whatever it is sinking breach. And then after you do the breach and integrate, just send it over into adp workforce now and it lands it in the file, you can open it up and review that file in that import and then have that at adp with the end process, that file. And then at the process of stuff, you can go out, run your payroll records, you can pull out your all of the pay register and then you have that you can export it out, do matches bridge and send it back into saved 100 any will actually update all of the employee records and it will be in a trial compute. Then map it out. You can go in and review everything and then you can get final component. You post the records that's basically max is below and based on the, hey, it's going like this. Yes, that's pinpoint.

CONFERENCE

1:05:35 Yeah, it's definitely what happens. It just sounds very similar to the S FTP site.

--- *Accounting ends* ---

CONFERENCE

1:05:40 Max calls his thing links that... hey dial it links. It sounds like that Jason is describing as the landing experience pretty automatic.

KENTREL

1:05:55 That's great.

CONFERENCE

1:05:56 Hello. So this is no different. It's just a bunch of different people doing the same thing.

JASON

1:06:05 Right. And also, I did verify that you do have Idi involved for the certified payroll, which is the info out of payroll into Sage.

--- Accounting ---

15702343641

1:06:22 And we'll follow up, we'll get you more information.

CONFERENCE

1:06:26 We're...

15702343641

1:06:26 Talking to Idi after we're after this call actually about that connection, but that's at the very end, we just need to first focus on getting the information from Sage in order for us to get information from Sage. We need an open in.

--- Accounting integrations ---

MAGGIE

1:06:44 Sure.

15702343641

1:06:45 It's kind of similar to what Tanya was saying. How her API is open. That's how adp works as well. Our API is open for another third party to come in and grab data from.

MAGGIE

1:06:59 Yes. Yeah. We have a situation where the employee huh?

--- Accounting integrations ends ---

CONFERENCE

1:07:18 Yeah.

CONFERENCE

1:07:25 Right. I will... not hold on here again. You're not a problem with it.

CONFERENCE

1:07:45 As soon as it's ready, I will give him... please.

KENTREL

1:07:56 Call you back.

--- Accounting ---

JASON

1:08:16 He's...

TANYA

1:08:16 Back...

CONFERENCE

1:08:18 Okay. So this is effectively nothing different. It's always say, well, I just want to know how does Idi connect adp? Hi, how does Idi connect to... Sage?

15702343641

1:08:34 To this, Tim, Idi is going to be the last piece of the puzzle take.

CONFERENCE

1:08:39 I don't know it's the first piece of the puzzle.

15702343641

1:08:41 I know. And that's what he said. We're talking about Idi after this to.

CONFERENCE

1:08:49 Yeah.

15702343641

1:08:50 They connect adp workforce now to sit back to Sage intacct. After payroll is process?

CONFERENCE

1:08:59 Maggie, how did they connect to... Sage intacct?

1:09:04 It's going to be the same conversation an API.

--- Accounting ends ---

CONFERENCE

1:09:31 Okay. Alright. Thank you very much for your help to me and... I'll be back in touch. Thank you. Thank you.

TANYA

1:09:41 Thanks, Tim. We're here to do whatever we need to help.

15702343641

1:09:48 Thank you all.

KENTREL

1:09:49 Thanks.

TANYA

1:09:50 Bye bye.

The End