

CASE STUDY: ALLIANTHR



AlliantHR is a Payroll and Human Resource provider based in Oklahoma City. They have been a Swipeclock Partner since July 2018. The Swipeclock premium partner program provides all the resources the Partner needs to successfully grow their business. This includes extensive brandable sales collateral, product training and help with product demos.

A Look into Partnering with Swipeclock

Dave Martin, AlliantHR Partner and Sales Manager, said they became a Swipeclock Partner because they were looking for trouble-free integration, quality solutions and excellent customer service. Through the partnership, they have experienced all this and more. Consequently, they have been able to provide more value to their clients while boosting MRR.

By providing employee self-service, around-the-clock manager oversight, and automating hours tracking for onsite and mobile employees, Alliant has transformed their clients' workforce management.

AlliantHR Sales Representative Creed Hendrickson explained,

**"Swipeclock solutions have been a massive time-saver.
Our clients don't have to track down hours via text and email.
They have direct access—live feedback when things are happening."**

Hendrickson also praised the accruals tracking, "With Swipeclock, employees can pull up their exact details and know whether they can take a vacation or not."

Swipeclock Solution Benefits



Higher Efficiency

Integration eliminates the need for double data entry and cuts your processing time in half. Integrated timekeeping reduces the time and labor it takes to prepare for payroll.



Reduced Errors

Integration not only frees up workload, but it also ensures increased accuracy. Punches, PTO tracking and transfer to payroll are all automated and hands-free so manual errors can't be introduced into the system.



Happier Clients

Your clients will have a unified login experience which reduces support issues and increases adoption. Their timekeeping experience will be improved and you'll see fewer calls.

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How has Swipeclock helped AlliantHR optimize payroll processing?

The AlliantHR team appreciates how much time they save processing payroll with direct data import from Swipeclock Time and Attendance. This eliminates the need for manual data entry and reduces errors. "We know the data Swipeclock gives us is accurate—for us and our clients."

How does Swipeclock improve AlliantHR's retention experience?

Hendrickson and Martin confirm that Swipeclock improves the client 'stickiness' factor because the partnership allows AlliantHR to provide more value to their clients. "When we become a more valuable resource, our clients stay with us longer," said Hendrickson.

Martin added, "We have found that Swipeclock comes along beside us and provides the support we need whenever we are working directly with our clients."

AlliantHR's philosophy is that they are a service business first and foremost. They do business with people, not systems or processes. When AlliantHR became a Swipeclock Partner, they found that Swipeclock has a similar people-first mindset. Martin says Swipeclock helps them fulfill their promise to their clients: "We want to give you Payroll Peace."

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AlliantHR's 2021 Time and Attendance Sales Initiative

Since becoming a Partner three years ago, upselling Swipeclock Time and Attendance has become a reliable source of additional revenue for Alliant. Martin and Hendrickson are excited about their 2021 initiative to accelerate their Time and Attendance upselling momentum and achieve even higher revenue and client retention goals. We are just as excited about their success and look forward to helping them serve more clients with Time and Attendance in 2021.