

CASE STUDY: KEMPER 1ST CHOICE PAYROLL



Kemper 1st Choice Payroll of Evansville, Indiana started as a CPA firm over twenty years ago. They are now a premier Payroll, Accounting and HR provider that serves over 430 clients in southern Indiana, northern Kentucky and western Ohio.

Demand for Swipeclock Solutions Fuels Rapid Growth for Kemper

Kemper had an explosive first quarter this year, increasing their number of clients using Swipeclock by 55% – and there are several prospects currently in the pipeline. Kemper's success in a diverse range of industries confirms the incredible growth opportunity in the small business market.

Why Did Kemper Choose Swipeclock?

In 2017, Kemper was looking for a new time clock vendor when they learned that Swipeclock offers Human Resources solutions as well as timekeeping hardware. Kemper Account Representative, Michael Zurn, explained that after evaluating their options, Kemper chose Swipeclock for several reasons.

01

Swipeclock allows them to tailor solutions to each client's needs.

02

Swipeclock's flexible partner program gives them more control over pricing than other HR providers.

03

Swipeclock's integrated hardware clocks are the best in the industry.

04

Swipeclock integration allows Kemper to add solutions incrementally, providing new recurring revenue from loyal clients who will remain with Kemper as they grow and scale.

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Timekeeping and Onboarding are Popular Among Kemper's Clients

Zurn explained that the solutions most important to Kemper clients are onboarding, employee self-service (ESS), mobile time and attendance, and hardware clocks. While timekeeping is the most widely used Swipeclock solution, Zurn pointed out that over 75% of Kemper's timekeeping clients have the onboarding module as well.

Swipeclock Solutions Ease the HR Burden

Becoming a Swipeclock partner has helped fuel Kemper's impressive growth over the past few years. Zurn explained that many of Kemper's clients are trying to move away from a dedicated HR director so the ability for employees to manage their own HR information in a system integrated with payroll has been essential.

To illustrate how Swipeclock is making their clients' lives easier, Zurn explained how a nonprofit HR manager they serve now spends a lot less time managing payroll because of Swipeclock automation. Zurn said she appreciates having more free time while still being able to serve the charity as a volunteer.

Zurn further explained that Swipeclock solutions are helping Kemper fill the HR needs of companies that have been forced to retool their operations due to the pandemic. For example, many of Kemper's clients have multi-state teams that are now working largely remotely. The onboarding, mobile timekeeping and employee self-service tools have been especially important for Kemper's payroll as well as accounting clients.

Swipeclock Integrates with Payroll

Since Kemper provides payroll through Execupay, Zurn noted the importance of automated integration between Execupay and Swipeclock solutions. Zurn affirmed that it's critical that their team can import time data directly into Execupay without manual entry.

In addition, Zurn pointed out that Kemper's accounting clients use a variety of payroll platforms. He confirmed that the accounting clients have had no problems importing Swipeclock time and attendance data, regardless of their specific payroll platform.

Swipeclock Solutions and Benefits



Ease HR Burden

Clock prompts, mileage tracking, and expense reimbursement features are helping Kemper upsell existing clients as well as attract new ones.

Swipeclock helps make Kemper's clients' lives easier.



Utilize Multiple Programs

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Integration Saves Time

Kemper provides payroll through Execupay. It's critical for the Kemper team to be able to import employee time data directly into Execupay without manual entry.