

Base Camp Live

CPE Requirements

1. Scan the QR code to sign-in
2. Participate in the 3 Q&A opportunities
3. Before leaving, sign out of the session
4. Complete the evaluation



IRIS Base Camp Live

SEPTEMBER 2026

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NASHVILLE, TN

The logo consists of a stylized house shape formed by a blue outline and an orange diagonal line.

swipeclock

SUMMIT'26

OCTOBER 22

ONE DAY. EVERYTHING YOU NEED TO GROW.

SPEAKER

Cary Snowden

Director Partner Marketing · IRIS

Partner channel development and marketing.



S P E A K E R

Mason Diedrich

Product Management Team Lead • IRIS



S P E A K E R

Richard Lopez

Director Support · IRIS



S P E A K E R

Kenzie Croft

Account Manager · IRIS

Works with Swipeclock partners for account management.



What we'll cover

01 Partnership, products, and growth

02 Product updates and how they help you grow

03 You don't have to go it alone

04 Flexible partnership that works for you

Learning Objectives

1. Compare Swipeclock partnership options and identify the best fit for your business.
2. Identify new opportunities to grow revenue and deliver more value to clients.
3. Build a strategy to get more from your Swipeclock partnership.

IRIS INSPIRE 2026

**The right partnership +
useful solutions +
helpful team = growth.**

IRIS INSPIRE 2026

Product updates are most valuable when they create a client conversation.

TIME

SCHEDULE

PTO

CLOCKS



WorkforceHub™

INTEGRATION

ACCOUNTANTSWORLD

APEX

IRIS INSPIRE 2026

Product Updates and How They Help You Grow

Four updates. One question: where is the client opportunity?



Multi-Company Access

Complex organizations and expanding footprints.



Dashboard

The right workforce information for each role.



Certification Management

A better conversation about manual tracking.



Employee Data

Increase visibility for more informed decisions about workforce management.



Clocks & Hardware

Plan before aging hardware creates disruption.



Apex Integration

Greater efficiency for compliance-based operations.

PRODUCT OPPORTUNITY

Manage more companies with less friction

LISTEN FOR

Clients managing multiple companies, locations, or operating units with duplicated steps.

CLIENT VALUE

A more consistent experience with less administrative friction.

PARTNER MOVE

Identify one complex client and ask whether the current multi-company capability fits.

ONE PARTNER VIEW



PRODUCT OPPORTUNITY

Put the right information in front of the right people

WHAT CHANGED

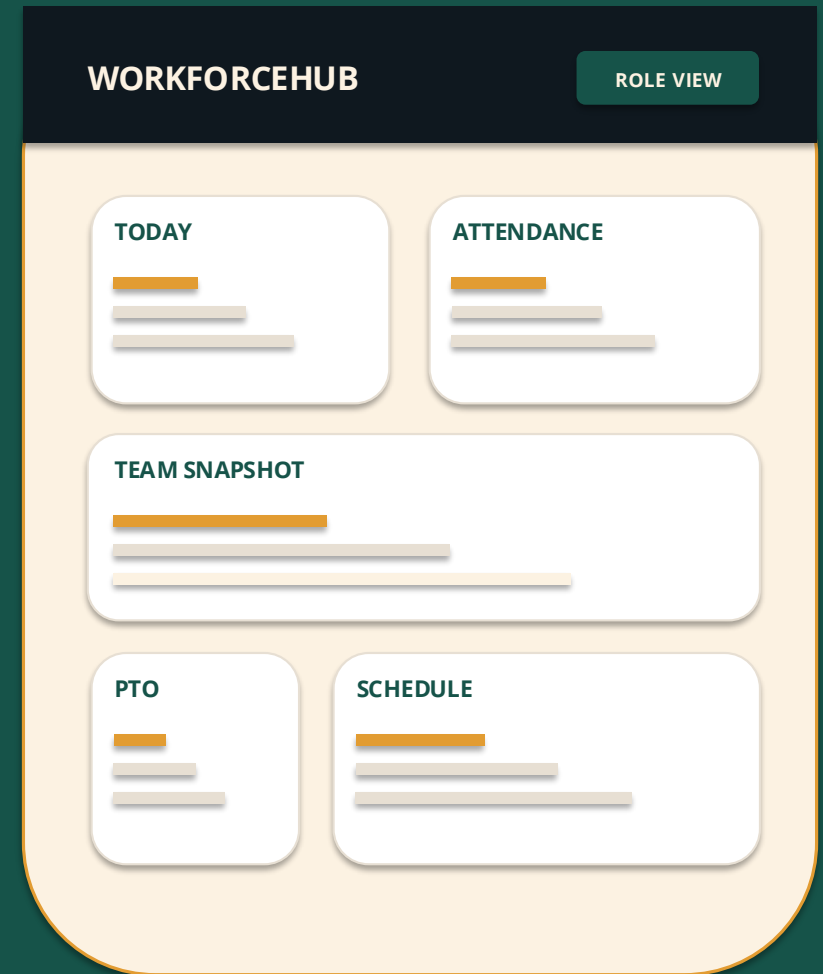
Role-based widgets, settings that stay in place, and more relevant workforce visibility.

CLIENT VALUE

Users spend less time searching and see information that better matches their role.

PARTNER MOVE

Reengage one client that struggles with visibility, manager access, or product adoption.



PRODUCT OPPORTUNITY

Turn certification pain into a better client conversation

LISTEN FOR

Certifications, licenses, renewals, or employee requirements tracked manually.

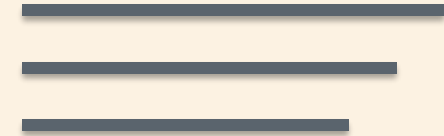
CLIENT VALUE

Less administrative friction and better visibility into an important workforce process.

PARTNER MOVE

Bring the client's current process to Swipeclock for a fit review.

CERTIFICATION



START WITH THE CLIENT PROCESS

PRODUCT OPPORTUNITY

Control who sees employee data

WHAT CHANGED

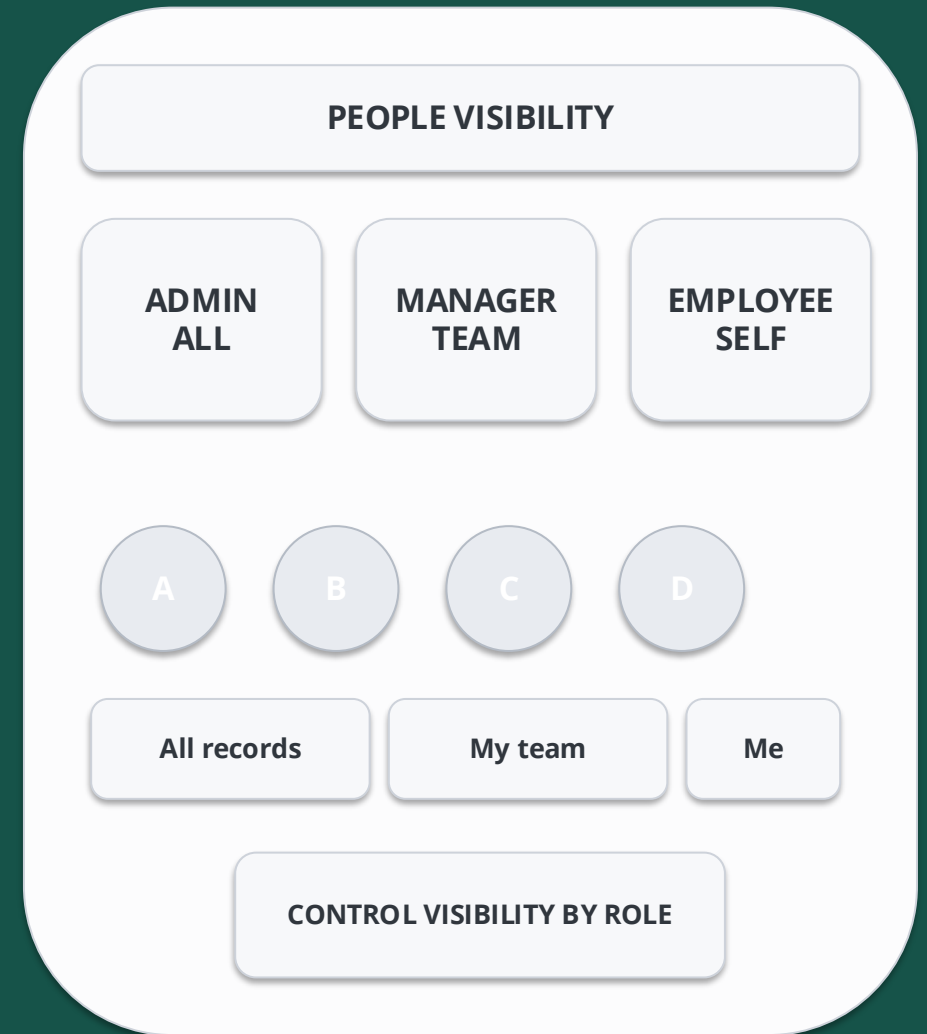
Admins can hide the People tab from employees and control whether managers see everyone or only the employees they manage.

CLIENT VALUE

More control over employee visibility while employees keep access to their own record.

PARTNER MOVE

Reengage privacy-conscious clients and TimeWorksPlus prospects that need more granular visibility controls.



PRODUCT OPPORTUNITY

Start the clock conversation before disruption does

LISTEN FOR

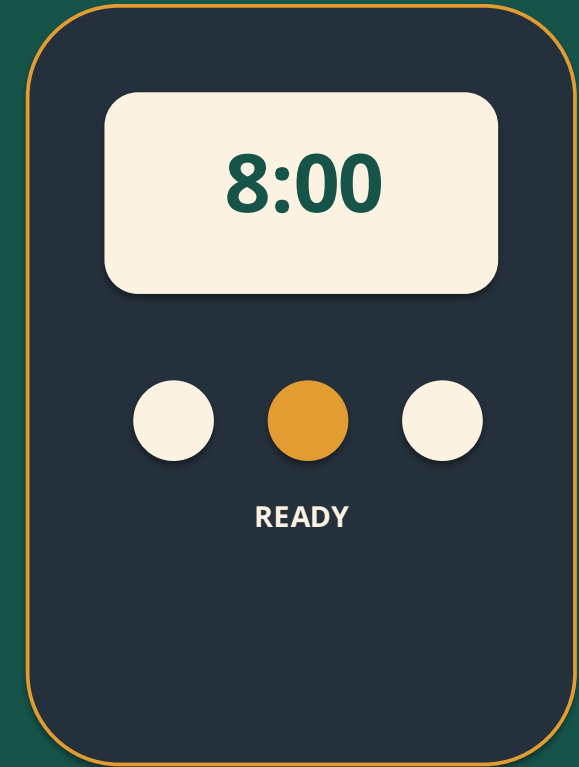
Aging hardware, unreliable punches, changing work environments, or a poor fit for the client's workflow.

CLIENT VALUE

A punch method that fits the work and a transition planned before operations are disrupted.

PARTNER MOVE

Review affected clients early and involve Product or Support before making commitments.



WALL

WEB

MOBILE

PRODUCT OPPORTUNITY

Replace file-based Apex payroll work with API automation

LISTEN FOR

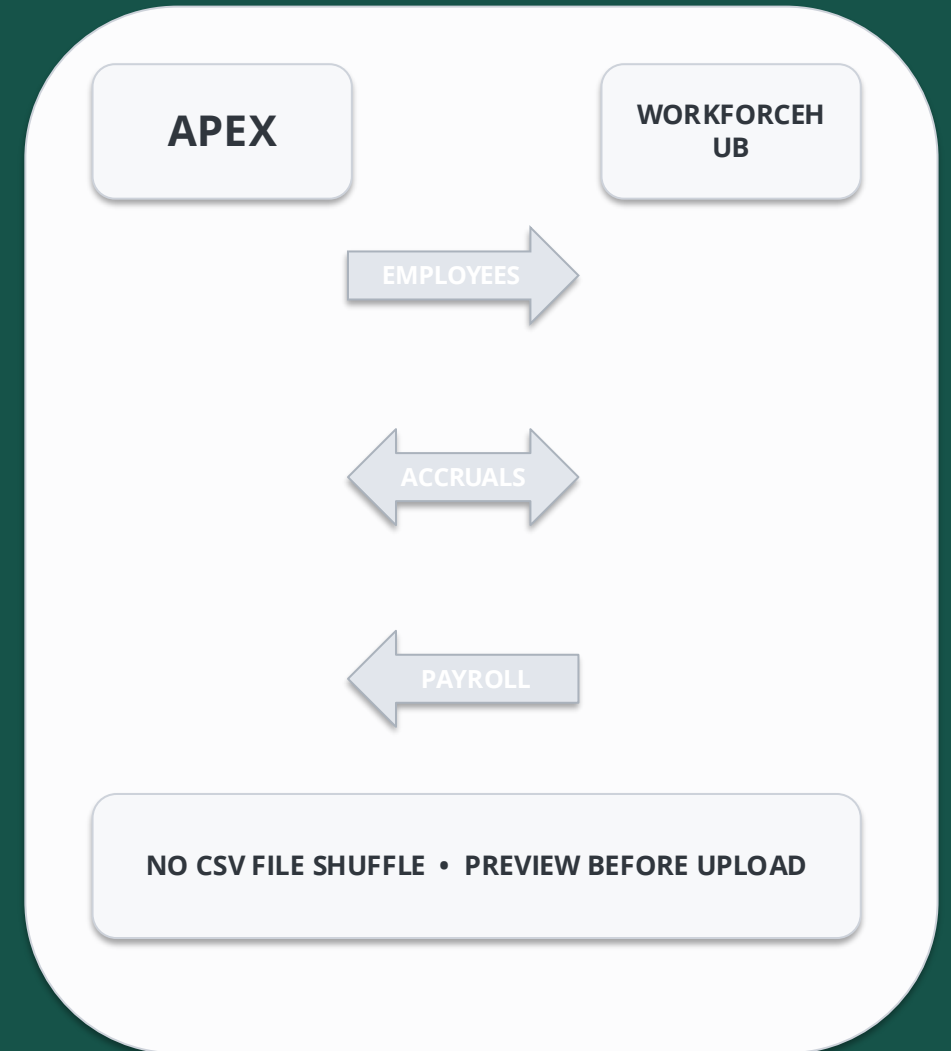
Manual CSV imports, payroll delays or errors, accrual-paystub compliance needs, or legacy integration fees.

CLIENT VALUE

Direct API sync automates employee, payroll, and accrual data with previews that reduce manual work and mismatches.

PARTNER MOVE

Identify Apex clients or prospects still using file-based workflows and show them the WorkforceHub integration.



MASON AND CARY • PRODUCT

Questions?

RICHARD • SUPPORT

You don't have to do it alone.

YOU DON'T HAVE TO GO IT ALONE



A support team behind every client conversation



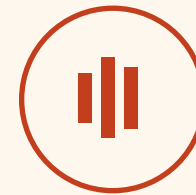
Product questions

Clarify unexpected behavior and next steps.



Technical issues

Investigate problems with useful context.



Clocks & hardware

Plan transitions and troubleshoot devices.



Complex situations

Bring in deeper expertise when needed.



Client experience

Help protect confidence in the solution.



Early guidance

Engage before a small issue becomes urgent.

Three habits that make support work better

01

PREPARE

Company, site, users, screenshots, timing, and steps already taken.

02

ROUTE

Send troubleshooting to Support and growth or program questions to your Account Manager.

03

ENGAGE EARLY

Ask before a transition, implementation, or recurring issue becomes a client crisis.

RICHARD • SUPPORT

Questions?

KENZIE • ACCOUNT MANAGEMENT & PARTNER PROGRAMS

**A partner program that fits
the way you want to grow.**

Three flexible ways to partner

RESELLER

Deepest involvement

- Actively sell and serve your clients
- Build SwipeClock into your offer
- **Best move:** Identify one client

BOSS

Supported growth

- Bring the client relationship
- SwipeClock helps with the heavy lifting
- **Best move:** Bring us into the conversation

REFERRAL

Lowest friction

- Recognize a client need
- Make the introduction
- **Best move:** Submit a qualified referral

Your Account Manager helps you get more from the relationship



Find the fit

Choose the program that matches your business.



Identify opportunity

Spot clients, sites, or needs worth exploring.



Navigate benefits

Understand the resources available to you.



Connect the team

Bring in Product, Support, Training, or Marketing.



Plan the conversation

Prepare the client story and next step.



Build the growth plan

Review progress and where to focus next.

Make three decisions before you leave

01

CHOOSE YOUR PATH

Reseller, BOSS, or
Referral:

Which model fits how
you want to work?

02

CHOOSE ONE OPPORTUNITY

Which client has a challenge
connected to something you
heard today?

03

CHOOSE YOUR NEXT STEP

Bring in your Account Manager,
Product, Support, or Channel
Marketing.

Q & A • NEXT STEP

**Choose your path.
Identify one opportunity.
Bring our team in.**

Continue the conversation at Swipeclock Summit '26 • October 22, 2026



IDEA EXCHANGE

Questions?

CPE Requirements

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Thank you.

The future of business – amplified.

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