Optimize Your Staffing Company Payroll with Bullhorn and Greenshades

Greenshades | Bullhorn

Today's Presenters

Chris Hadden, CPP

VP Revenue Strategy & Operations

About Chris

- Greenie since 2009
- Multiple roles spanning sales, development, and executive leadership
- Background in retail, dining, and other shift-based work

Will DiGiovanni

Payroll Account Executive

About Will

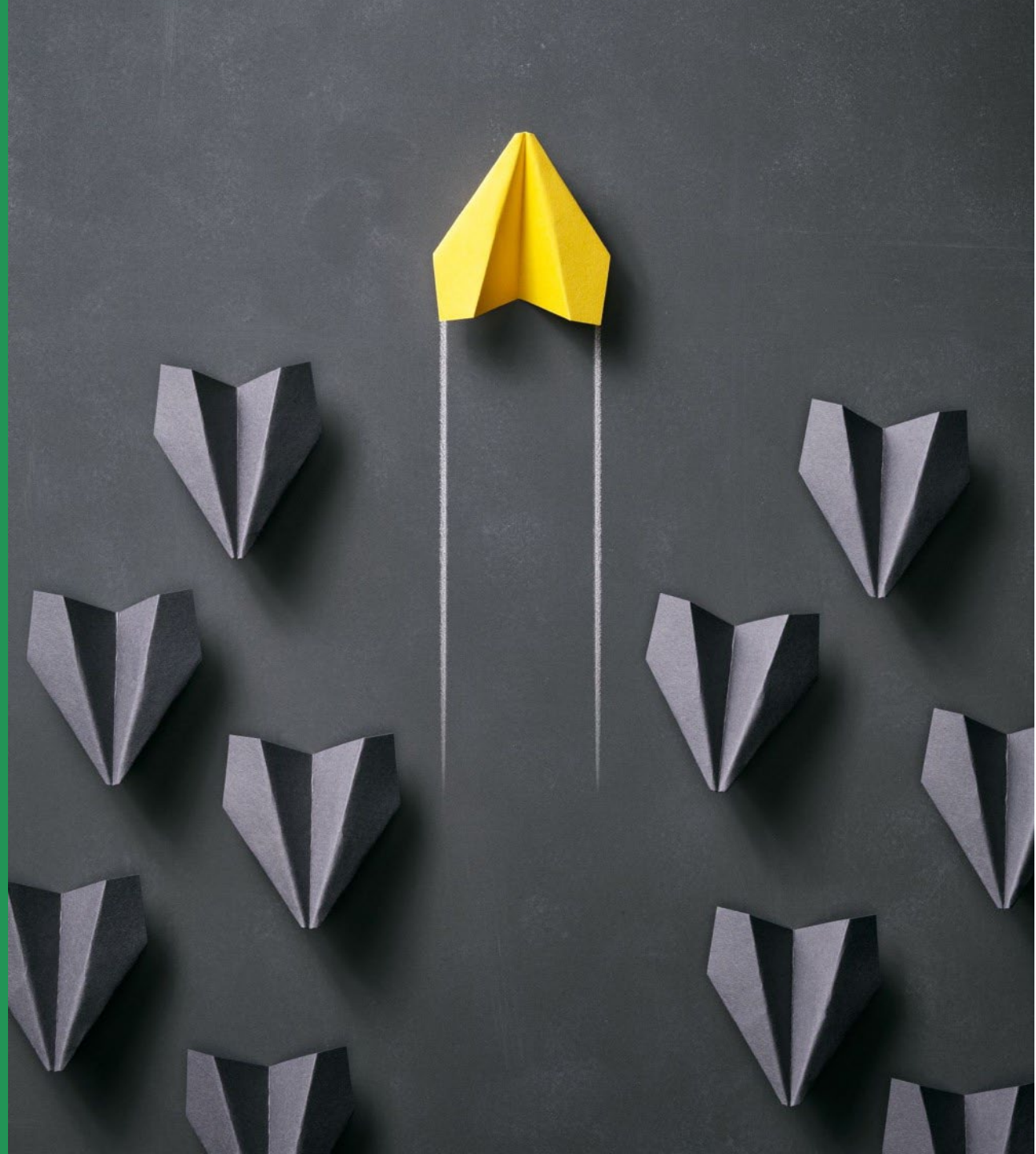
- Started on Greenshades Customer Support Team and transitioned to Sales in 2017.
- Continues to maintain a strong understanding of our products and their technical capabilities.

Today's Agenda

- Obstacles & Opportunities:
  Common Challenges Impacting the Staffing Industry
- Greenshades & Bullhorn:
  An Introduction & Overview
- Greenshades + Bullhorn:
  A Unified Approach for Agencies & Workers
- Greenshades in Action: A Brief Product Demonstration
- Q&A

Obstacles & Opportunities

Greenshades



Staffing Industry Stats: A Dynamic Sector

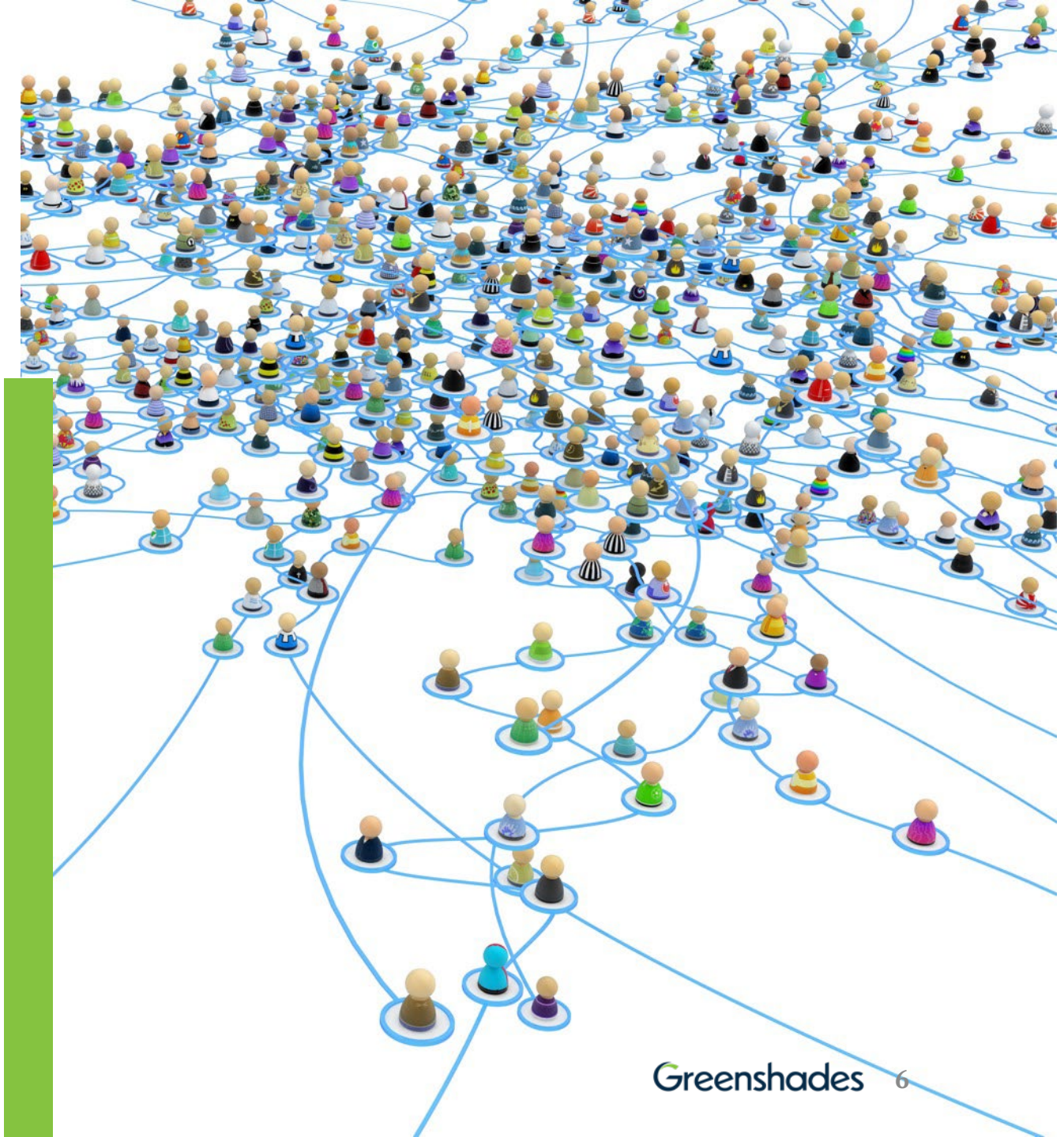
"Staffing employment is off to a slower start in 2023 than in 2022, though it remains stronger than at this point in any year before that" - *Tim Hulley, ASA assistant director of research*

- **3 million** temporary and contract employees work for America's staffing companies during an average week
- During the course of the year, America's staffing companies hire **16 million** temp and contract employees
- **64% of staffing employees** work in the industry to fill gaps between jobs or help them land a job
- **20% cite schedule flexibility** as a reason for choosing temporary or contract work

Source: American Staffing Association

Beyond the Numbers: Real-World Implications

- Large volume of applicants makes it difficult to **identify and respond** to the best candidates.
- **High-volume onboarding** makes automation a necessity.
- Leveraging temp/contract work as supplemental or “filler” jobs means **high turnover is common.**
- The “between jobs” aspect for many contractors means **paycheck timeliness and accuracy** is critical.
- Work-from-home trends mean you’ll need to **support workers across multiple tax jurisdictions.**



Bullhorn + Greenshades: Turning Challenges Into Opportunities

- Bullhorn ATS + Staffing platform helps to **identify, attract, and connect** with the best candidates AT SCALE.
- All critical candidate information **– including residency and tax withholding information –** is captured and automatically reflected in Greenshades for pay processing.
- Greenshades handles all applicable tax withholding, filing dates, and other regulatory demands so you can **effortlessly improve compliance**.
- System designed from the ground up to accommodate even the most complex payroll scenarios, meaning **no cumbersome workarounds or manual processes**.

Introducing Greenshades & Bullhorn

Greenshades

The Greenshades Platform:
A Complete Solution

Payroll

Pay your employees on time and on their terms

- Modern, Real-time Payroll
- Simplifying complex conditions
- Easy Configuration for any Business
- ERP and GL Integration
- Dashboard and Reporting

Human Resources

Empower HR to create a better employee experience

- Employee Self-Service
- Employee Onboarding
- Certification Management
- Documents and Organization Charts
- Learning Management
- Applicant Tracking and Recruiting

Benefits Management

Ensure every employee has what they need to thrive

- Open Enrollment
- Life Event Management
- ACA Compliance
- Voluntary Benefits
- Personalized Programs

Tax and Compliance

Confidently navigate tax complexities

- Automated Payroll Taxes
- Year-End Forms
- Managed Payroll Tax Service
- Comprehensive Tax and Information Returns
- ACA and HR Compliance

Time and Labor Management

Oversee employee time and productivity

- Time and Attendance
- Flexible Time Management
- Manager tools
- Absence and Leave Management

Payroll & HR
For Staffing Companies

A complete Payroll and HR platform including Payroll Tax management built for Staffing companies to manage and pay their people.

- ✓ Seamless transition from Bullhorn One to Greenshades Payroll and HR portal
- ✓ Automated real time tax calculations
- ✓ Field-proven Payroll expertise designed for staffing pros
- ✓ Ideally suited for “on-the-go” employees

20+
Years Staffing Leader

600+
Staffing Clients

"We needed a more streamlined HR system- now I have info at my fingertips!"

“Greenshades customer service, sales, and tax service representatives are very knowledgeable and responsive... World Class Service !!!!!”

"This product has proven a useful portal for internal employees and external consultants to track payroll and manage benefit elections."

The Greenshades Difference

1

Built for Growing Staffing Companies

Our solutions are designed to meet your unique payroll and HR needs; Dedicated functionality to support multi-state, multi-jurisdiction, multi-rate environments.

2

Employee Engagement, Made Easy

Finding, retaining, and cultivating talent is crucial to your success. With early wage access, healthcare cost assistance, and more, we make it easier than ever to keep your employees happy.

3

Compliance at the Core

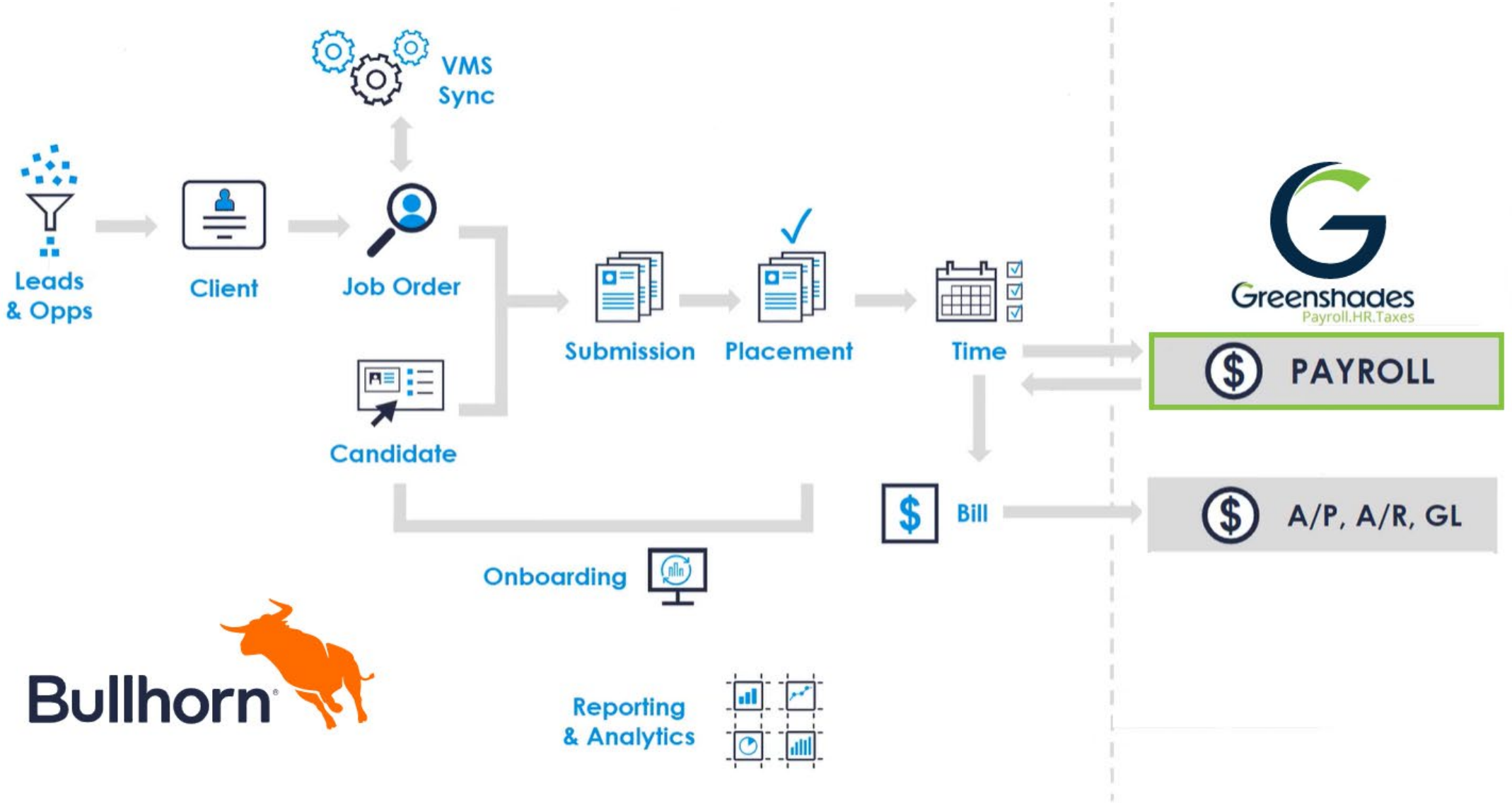
From union contracts to region-specific pay rules and shifting legislative landscapes, we'll navigate the most complex compliance challenges so you don't have to.

4

Best-in-Class Customer Support

Our commitment to providing our customers with the highest level of support and satisfaction possible has earned us outstanding reviews on Capterra, G2, and GetApp.

How it Works


VMS
Sync
Leads
& Opps
Client
Job Order
Submission
Placement
Time
Candidate
Bill
Onboarding
Reporting
& Analytics
Bullhorn
Greenshades
Payroll.HR.Taxes
PAYROLL
A/P, A/R, GL

Product Demonstration

Greenshades

Questions?

THANK YOU!

For a personalized demo to see what Greenshades can do for you, contact us at Sales@Greenshades.com

Visit us online @ Greenshades.com

Greenshades