

Sage Payroll Services

Increase Revenue and Improve Business Client Retention with Online Payroll Services



In today's economic environment, your financial institution is focused on enhancing relationships with your small-and-medium-size business customers (SMB). Growing the depth and breadth of these important relationships improves retention and profitability.

As you look for new ways to anticipate and deliver on customer needs, consider adding a payroll solution to your SMB service offering. Adding payroll to your portfolio:

- Improves business customer retention
- Delivers increased value to important customers and prospects
- Increases depository assets
- Secures another "entry point" into prospect companies
- Differentiates you from other financial institutions
- Provides you with a new source of recurring, high margin, non-interest income

Sage Payroll Services is uniquely positioned in the payroll and employee management services industry because it is large enough to provide efficiencies and security that smaller providers can't deliver and small enough to provide the personalized service that the largest providers don't deliver.

A Comprehensive, Convenient Solution

Sage Payroll Services offers multiple levels of service via a single technology platform, enabling you to meet the needs of a broad range of small and medium-sized businesses. And your customers can seamlessly migrate from one service level to another as their needs evolve.

Help your business customers get the most from their payroll system investment with the full Sage Payroll Services suite, which includes integrated payroll, tax, and employee administration services such as:

- 401(k) and Section 125 plans
- Time and attendance
- "Pay-as-you-go" workers' compensation administration
- HR compliance, data management and talent acquisition
- Benefits administration

Dynamic Market and Partner

Nearly two-thirds of small businesses manage their own payroll – not necessarily because they want to, but as a result of cost concerns or lack of awareness about easy-to-use payroll alternatives. Small business customers continue to migrate to the convenience of online banking, bill payment and receivables management. With Sage Payroll Services, they can experience comparable efficiency-boosting benefits by managing their payroll online through a trusted financial institution like yours.



Fiserv is driving innovation in Payments, Processing Services, Risk & Compliance, Customer & Channel Management and Insights & Optimization, and leading the transformation of financial services technology to help our clients change the way financial services are delivered. Visit www.fiserv.com for a look at what's next now.

About Sage Payroll Services

More than 150,000 U.S. businesses count on Sage Payroll Services to provide paychecks and payroll services to more than 1.8 million employees. With Sage Payroll Services, you receive the expertise of talented customer service team members who possess Payroll Certification and/or Certified Payroll Professional (CPP) designations. Sage Payroll Services also has the lowest customer attrition rate among national payroll service bureaus. Customers can access payroll professionals through multiple channels, including phone, email, online chat, online knowledge bases and flash modules.

Connect With Us

For more information about Sage Payroll Services, call 800-872-7882, email getsolutions@fiserv.com or visit www.fiserv.com.

Benefits to Your Financial Institution

- Naturally extends your existing business banking/cash management offering
- Drives customer retention and loyalty with this "sticky" service
- Provides a new source of non-interest income and can serve as a vehicle to cross-sell your other products
- Can support customer usage of your financial institution's online business platform
- Enhances your role as a trusted financial advisor and a business solutions provider

Benefits to Your Customers

- Saves time, enabling them to focus on serving their customers and growing their business
- Provides the convenience of anytime, anywhere payroll
- Streamlines payroll data input to just a few minutes
- Eliminates the risk and expense of federal, state and local payroll tax penalties
- Saves money compared to the pricing offered by large traditional payroll companies
- Risk-free, six-month, money-back guarantee



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