

### VAR Details

**VAR Company:**

**Rep Name:**

**Rep Phone:**

**Rep Email:**

### Prospect Details

**Company:**

**Contact Name:**

**Contact Title:**

**Contact Phone:**

**Contact Email:**

**Type of Contractor:**

**No. of Employees:**

**What software applications are you currently using?**

### Time Tracking

**How do you do your time tracking today?**

**What challenges do you face with your current method of time tracking?**

### Payroll

**How do you process payroll today?**

**What states do you work in?**

**Do you have prevailing wage jobs? If yes, how do you generate and upload your certified payroll reports today?**

**Do you hire union workers?**

**How do your workers collect their checks today? Do they all do direct deposit?**

**Does your payroll service provider file all quarterly and annual taxes?**

### Schedule & Dispatch

**Do you schedule and dispatch workers to their jobs? If yes, how do you do it today?**

**Do you schedule crews or just individual employees?**

### HR

**How do you post your job postings today?**

**How do you onboard new hires today?**