

Why are you adding a second time and attendance solution to the Sage portfolio?

With the acquisition of PayChoice, Sage is now able to offer a Sage-owned SaaS time and attendance solution. While we have seen great success with Sage Time and Attendance by Insperity, we are eager to pursue the additional market opportunities available with Sage Time, and we look forward to working closely with you to position this option to our customers.

Which solution should I sell – Sage Time and Attendance by Insperity or Sage Time?

For customers or prospects who prefer an on-premises license or managed hosting product, Sage Time and Attendance by Insperity is a better fit. For customers or prospects who require a SaaS product with mobile access, geographical tracking, geofencing, facial recognition (available on Android only at this time), and scheduling capabilities, as well as compatible hardware for time-tracking purposes, Sage Time is a better fit. Stay tuned for a feature comparison coming soon.

Is Sage Time integrated with Sage HRMS?

Yes, Sage Time is integrated with Sage HRMS, using employee and supervisor information from Sage HRMS for the initial setup and for ongoing new hires, employee edits, and terminations. Sage Time then passes employee time information to Sage HRMS Payroll.

What do you mean by mobile access for Sage Time?

A mobile website, as well as a native app for iOS devices are available for mobile access and time registration using GPS information for tracking and geofencing.

Are mobile apps for Sage Time free?

Yes, as a mobile website and also from the app store on iOS. It does require a subscription to Sage Time.

How many customers are using Sage Time?

Over 2000 customers are using Sage Time. They range in size from a few employees to 4000 employees.

Do you have marketing collateral I can leverage to promote Sage Time?

Yes, you will find all of the necessary marketing collateral in the Sage Time Playbook located on [My Sage Sell](#).

Where can I find more information, as well as resources, related to Sage Time?

You can find more information, as well as resources, related to Sage Time on the [Sage HRMS website](#) and [My Sage Sell](#).

How will I be paid for selling Sage Time?

You will be paid a margin on a monthly basis as revenue is collected. The Sage Time usage fees are collected monthly directly from the customer. After the first full month of employee billing you will receive 25% of the collected revenue for the first year. You will receive 20% thereafter while maintaining a minimum tier level of Silver. You will also receive 10% margin on purchased hardware or badges. If you are not implementation certified, and you choose to have the implementation done by the Sage Time team, you will receive 10% of the implementation cost.

What is my margin on Sage Time?

As Sage Time is a Sage-owned connected service, the business partner margin on Sage Time is 25% of the employee monthly subscription for a period of 1 year from activation. Margin after first 12 months remains at 25%.

Does it count toward my license tier?

Yes, it counts toward your tier. You will receive tier credit for the two-year subscription revenue. After the 3rd monthly billing your tier credit will be calculated after 90 days. Often customers implement employees in stages, therefore, a 90-day delay will ensure that all active employees have been added and you receive the most favorable calculation for your tier credit.

Who will do the implementations for Sage Time?

Business partners who have completed implementation certification for Sage Time can implement the solution. Otherwise the Sage Time team will do the implementations.

How can I get certified on Sage Time?

Certification for Sage Time is easy. Attend a five-day, on-premises certification training at no charge. (You are responsible for your own travel expenses.)

What if I want to demonstrate Sage Time?

Sage Time and the integration to Sage HRMS is available on the Sage-hosted demo servers. Attend the Sage Time certification training to request access to your own demo environment.

Is there business partner training planned for Sage Time? Is it free? When is it?

The Sage Time sales training, which will be recorded and added to Sage Sell for future review, will be August 25, 2015 at 1 p.m. ET. If you are interested in implementing Sage Time, you can attend an in-depth, five-day, on-premises certification training at no charge. The first certification is scheduled September 14, 2015 through September 18, 2015 and October 5, 2015 through October 9, 2015. Contact Erica Kahle at 1-866-306-5106 ext. 56018 or Erica.Kahle@sage.com to schedule. Seating is extremely limited, so please register as soon as possible. Additional certification trainings will be scheduled as needed.

Whom should I contact for pre-sales support for Sage Time?

The regional sales managers and field sales engineers for Sage HRMS will provide pre-sales support for Sage Time.

Whom should I contact to set up a demo environment for Sage Time?

After you have attended the five-day, on-premises certification training, you can request a demo environment by contacting your field sales engineer.

Is Sage going to stop selling Sage Time and Attendance by Insperity?

No, Sage values its relationship with Insperity and recognizes the important contribution they add as an endorsed solution provider. We will continue to market and sell Sage Time and Attendance by Insperity in addition to Sage Time.

What is the pricing for Sage Time?

The pricing for Sage Time includes both one-time fees and monthly fees. With the SaaS solution, customers are billed per employee per month for the service. The purchase of time clocks and accessories are collected as one-time fees. The price sheet has been updated with all pricing information for Sage Time.

What are the implementation fees for Sage Time?

Implementation fees vary. As a Sage Time certified partner, you are permitted to determine the price for your implementation team. All others please contact your sales representative or the Sage Time team directly at 1-866-306-5106 and choose option 3.

How will the customer be billed for Sage Time?

All one-time fees are paid at the time of purchase. The monthly fees will be paid via ACH transactions. An ACH Authorization form has been added to the pricing workbook. No terms will be extended nor credit cards accepted.

How do I order Sage Time?

Consistent with other Sage HRMS orders, the price sheet contains a Sage Time order form tab that will create an order form. The order form should be submitted to Sales Operations at SalesOps.EmployerSolutions@sage.com.

Who will support Sage Time?

Sage Time will be supported by Sage Time Support at 1-866-306-5106.

Will Sage sell hardware and other accessories for Sage Time?

With Sage Time we offer an assortment of clocks, badges, and other accessories that may be purchased or leased. These are included on the price sheet and may be selected at the time of order.