



Accu-Time Systems, Inc.

AccuCloud[®] for Linux-based time clocks

**Cloud-Based Time Tracking: The
Better Way To Grow Your Business**



Are you an Independent Software Vendor who is regularly on the lookout for new, lucrative ways to expand your portfolio? You may be shying away from adding hardware to your offerings in efforts to avoid the burden of extra fees and logistics that can often times eat up revenue.

ATS's AccuCloud® system eliminates the logistical strain of reselling time clocks and streamlines your integration with a back-end solution, all

while providing a cloud-based platform you can monetize.

With direct visibility into each customer's time clock deployment through the AccuCloud® portal, you will have unprecedented control over the time clock integration and operation. With no logistical costs and a management portal that enhances customer value, the AccuCloud® system presents you with a highly profitable opportunity.



Intro

The future of time and attendance solutions resides in the cloud. Getting “in the cloud” isn’t just about infrastructure. The interconnective power of the cloud is upgrading people’s expectations about the “service” side of SaaS .

A well-designed and maintained cloud-based time tracking solution appears as a singular experience to end users when the different components are seamlessly interconnected. When delivered through an easy-to-use interface, the cloud-based solution provides a high level of customer satisfaction.

Customers want a top-notch user experience— and they’ll pay for the value it brings. Specifically they want a “hands off” operation, increased visibility, communication, functionality, and most importantly, superior customer support from their SaaS solution and its provider.

When it comes to increasing your revenue, expanding your product portfolio to include time clocks is a good place to start. However, we know where your mind is going to go next – you'll start thinking about what adding time clocks to your product offering means for the bandwidth of your company. It could mean adding brand new logistics and costs to your operations; there's storing hardware, configuring the specifications, managing the time clocks and then supporting your customers. It may seem to be a huge undertaking that won't provide enough value to offset the time and money of your business.

But that's where we come in!

And now that you know what it can take, shouldn't your focus be on selling and supporting your software? Let ATS handle the hardware side of your business expansion.

You can offer a comprehensive time and attendance solution – complete with time clocks - without having to take on the burdens of manufacturing, maintaining, and storing the hardware. Nor do you have to get involved with developing or maintaining software used by the time clock to collect data or to manage time clocks remotely. Your teams can keep their focus on your solution.



87% of consumers will buy more from a company that provides a very good customer experience and **79%** of them are very likely to recommend the company.



We created AccuCloud® to remove these logistical and cost barriers, and allow SaaS providers to open a new revenue stream. AccuCloud® is a cloud-based time collection solution, designed to deliver exceptional customer value, insight, and greater control over your customers' time clock deployments and their integration with your back-end system.

Reselling AccuCloud® is a low overhead, high-value revenue opportunity for your company.

What You'll Learn In This eBook

By the end of this short ebook, you'll have a clear picture of AccuCloud®, its functionality and business application, its technical environment, as well as the value it will bring to your business.



What is AccuCloud®?

AccuCloud® is a cloud-based employee time collection and employee self-service (ESS) solution that seamlessly integrates with your workforce management application and back-end system. It is comprised of durable ATS time collection devices, a cloud-based middleware instance, and a web-based portal to manage your

customers and monitor their time clocks. AccuCloud® provides both you and your customers with direct visibility into their time clocks, enabling you and your customers to monitor connectivity, employee time clock transactions, and optimize their deployments.



With our specialized time collection software, middleware, and technical environment, you can see why AccuCloud stands out in the market. Let's take a look at all the components.

AccuCollect Time Collection Software

AccuCollect is the software installed on the ATS time clock, which it uses to collect and display a wide range of valuable information. This software lives on the time clock, but it's not something you or your customers need to worry about. There's no need for your company to invest any resources developing new software for the time clocks to work with your solution.

We configure AccuCollect to fulfill simple or sophisticated data needs, from entering simple in/out punches to allowing employees to look up schedules and punches, or view their own record of punches. If collecting more data at the time clock will help your customers optimize their use of your solution, AccuCollect can help them do it.

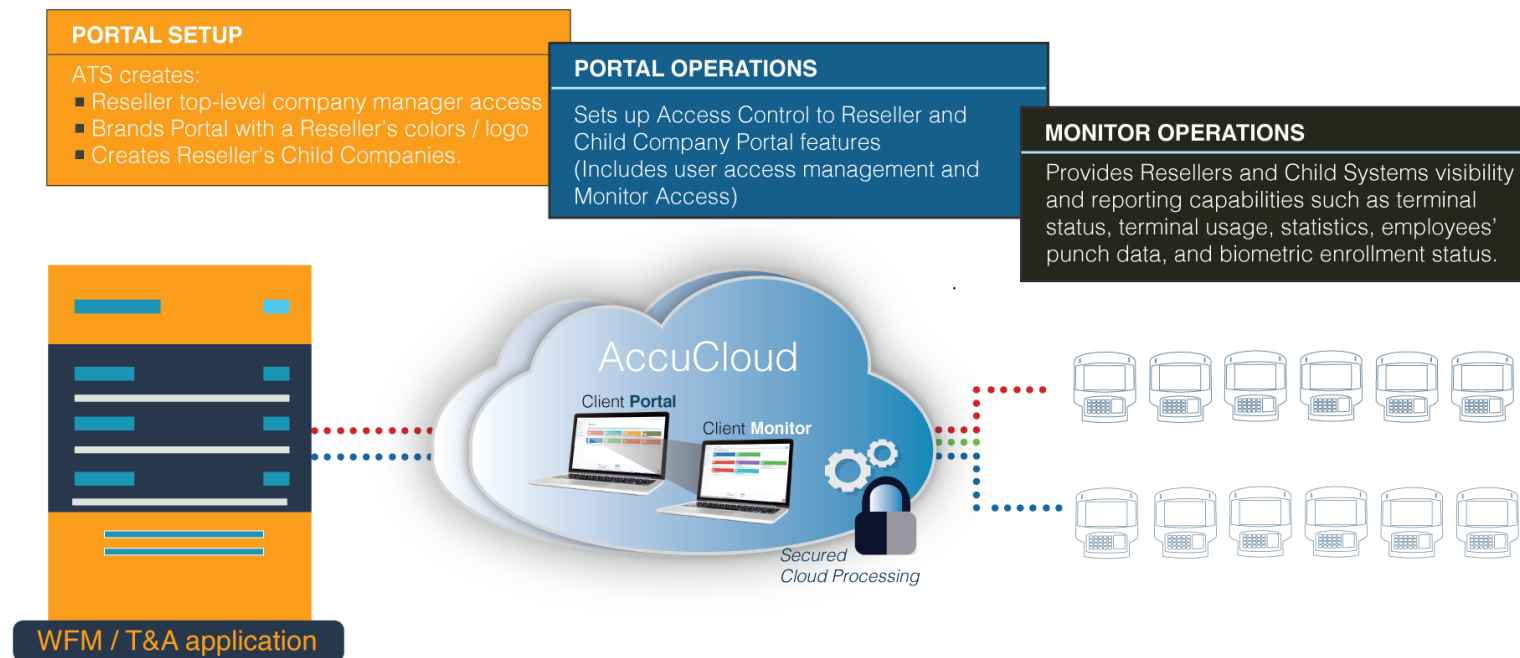
AccuCloud® Hosted Middleware

The middleware is the two way communications hub between the ATS time collection devices and your back-end system. All the data collected at the device gets validated and pushed through the middleware out to your system. The AccuCloud® middleware is also where all your time clock configurations are stored and (if applicable the biometric templates of your customers' employees.

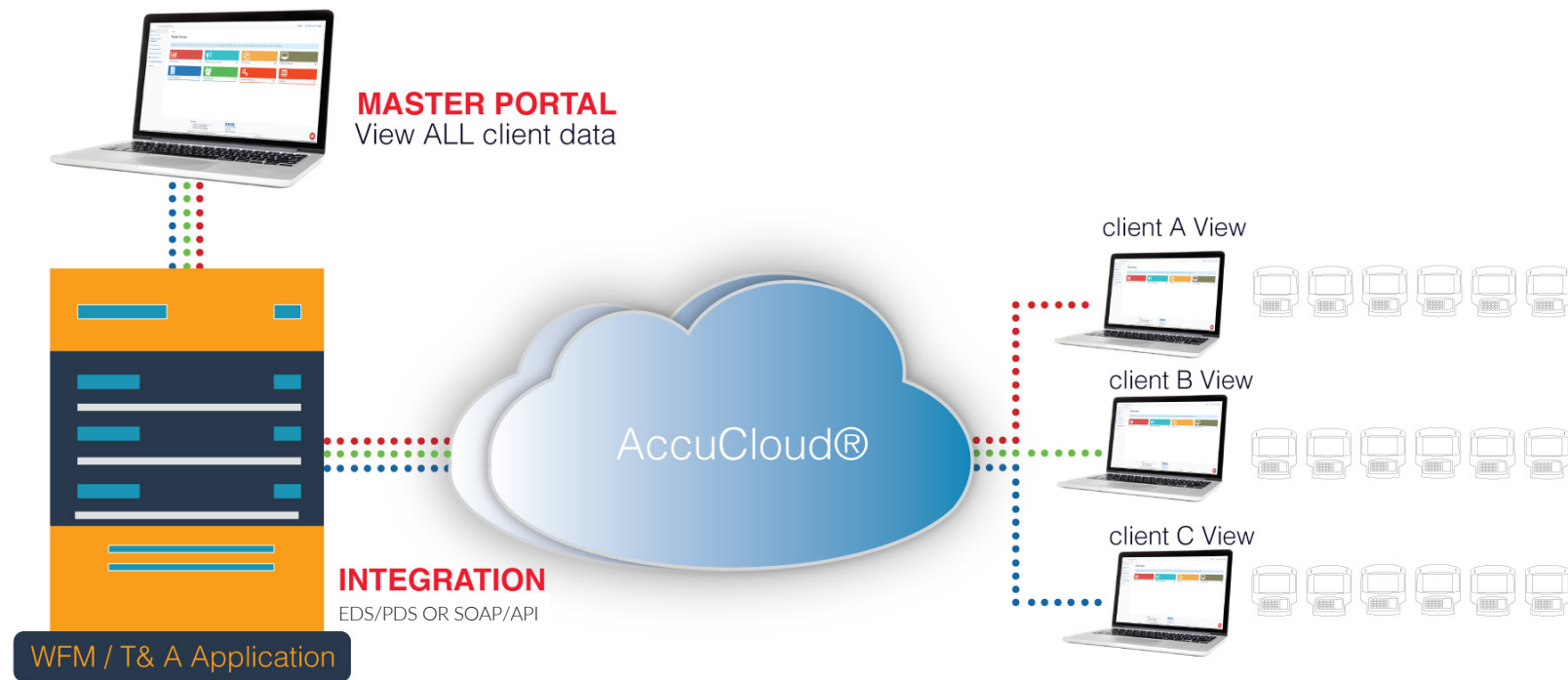


AccuCloud®'s Technical Environment

Reliable time clocks and software technology are essential pieces to making reselling and managing time clocks simple, as is a clean and easy interface to manage it all.



We host the middleware, including the communication engine and portals, while your internal team uses your branded Portal to monitor all of your customers' time clocks.



The AccuCloud® communication engine works behind the scenes, receiving and sharing data between your customer's instance of your solution and their ATS time clocks. As your customers' time clocks send employee data through the middleware, that data is validated before being passed on to your back-end system.

The AccuCloud® Portal allows you and your customers to see the data exchange between your time clocks, and provides other reporting functions.

ATS's Durable & Time-Tested Time Collection Devices:

The PeoplePoint™ & Maximus™

The PeoplePoint Plus™ time clocks are equipped with either a widescreen 7" or 10" touch display. Both screens present rich graphics that provide a smooth and easy employee experience, making it a great option for workplaces that want to use the ATS time clock as employee self-service kiosks.

The Maximus™ is as robust as it sounds. It continues ATS's legacy of quality and reliability. With its die-cast aluminum housing, the Maximus™ is the most rugged time and attendance tracking time clock in the business.



Integrating AccuCloud® with your Back-end Software

Integrating your solution with AccuCloud® is simple. We provide all the necessary technical support to integrate AccuCloud® with your software. All you have to do is decide which type of integration you prefer. We'll provide the tools to help make that integration happen.

You can integrate AccuCloud® with your system in one of two ways. The quickest way is to integrate with employee data set and punch data set, which enables an extensive and feature-rich integration, similar to a flat file integration.

A more interactive integration using our SOAP web services (API) offers a near-real time experience. This option is ideal if your company has developers with familiarity and availability to develop web services. Of course, we'll be there to support them.

We also apply the highest level encryption security to your data and your customers' data. All the data remains encrypted while it's sitting on the ATS device and in the AccuCloud® middleware. With AccuCloud®, both you and your customers can be confident that all data is fully protected both at rest and in transit between the clocks and your back-end system.

Complying with all data privacy requirements is also part of our data management program.





Deciding which integration option is right for you

Our employee data set/punch data set is the fastest and simplest way to get integration running. This integration is ideal for partners who don't have the time or resources to write their own integration or simply want a faster go-to-market strategy.

If you're curious whether the web services integration option is a smart choice for you, ask your IT team these questions:

- Do you have experience consuming SOAP based web services?
- Have you configured other system-to-system integrations before?
- Are you familiar with WSDL documentation and service definitions?
- Do you have a robust process for detecting and handling error conditions based on response codes and SOAP headers?

If they can answer "yes" to all four questions, then your company and solution are a great fit to use the more expansive web services integration model.

And if the answer is "no"- then you can take the faster route and develop a direct flat file integration.



The AccuCloud® Customer Portal

When you come on-board as an ATS AccuCloud® reseller, we create your customized AccuCloud® instance. We then provide you with secure password-protected access to the AccuCloud® customer Portal from which you can manage your customers. Your portal is branded with your logo and corporate colors, giving your customers a seamless and unified experience.

Once appropriate credentials are assigned in your account, AccuCloud® Reseller Portal Managers can:

- Be assigned to a specific customer or multiple customers.
- Upload and download files to share with an individual customer or all customers, or receive files that ATS wants to share with its Resellers, such as User Manuals and Guides.
- Assign or set privileges for Customer Portal Managers and users assigned to their company or customers.

Once appropriate credentials are assigned to your customer's account, Customer Portal Managers can:

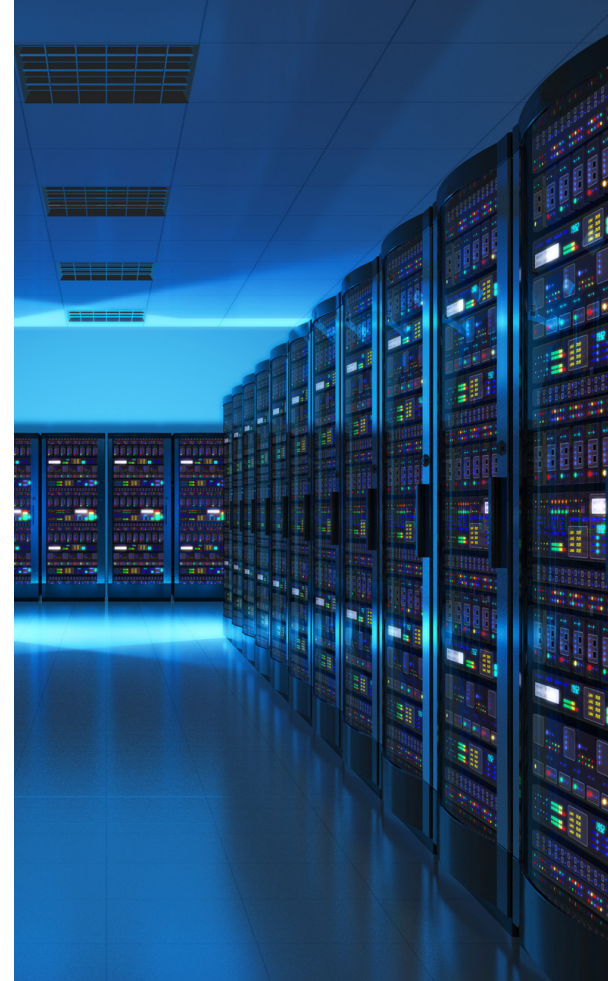
- Edit their personal information
- Manage users for their company
- Download or upload data files
- Monitor time clock operational status
- Run analytical reports to better inform business decisions

AccuCloud® Monitor

This piece of the AccuCloud® solution is where you view and monitor the time clock deployments of all of your customers. It can also be another point of interaction between your customers and the solution, should you decide to give customers access to their individual AccuCloud® Monitor.

With the AccuCloud® Monitor, you and your customers can:

- Search for specific employee or time clock related information including employee punches, employee status, biometric enrollment status, and more.
- Access valuable reports that deliver go-live system level information and everyday status details with intuitive indicators. These include: file integration status, time collection device status, biometric enrollment, punch rate, and punches for previous 24 hours.
- Easily update account profile settings.



Bonus: We host AccuCloud® on our servers. You bear none of the infrastructure overhead. With AccuCloud®, you stay focused on your company's value - your software solution and service.

AccuCloud® Benefits:

EXPAND YOUR REVENUE OPPORTUNITY

Bundling your software with AccuCloud® means offering a comprehensive time collection solution, which translates to growth for your business.

Monetize AccuCloud® to Suit Your Business Model

AccuCloud® is more than a platform providing your company with unparalleled insight and control over your deployment of ATS time clocks. AccuCloud® is also a lucrative revenue opportunity.

As a high-powered solution that increases the value you can provide your customers, it's only logical that you consider billing your customers for that added value.

You can design a revenue model for billing your customers for AccuCloud® that aligns with your current revenue model and priorities. The mix of AccuCloud® components gives you total flexibility.

Here are a few creative examples of how you can monetize AccuCloud®:

Upfront Revenue	Ongoing monthly recurring revenue
Resell ATS time clocks outright to your customer.	Lease the ATS time clocks
Bill a one-time tenant setup fee.	Charge a monthly per time clock hosting fee
Offer Express Exchange Program (annual per clock fee), which replaces a damaged time clock within 24 hours.	Charge monthly AccuCloud Monitor access fee; this could be a fee based on number of users they'll have using the Monitor, or on the number of time clocks being monitored

Additional Benefits:

AccuCloud® improves your customers' experience without burdening your team or depleting your budget

AccuCloud® delivers all the SaaS-related infrastructure benefits to you and your customers: A high degree of flexibility without the burden of managing the time clocks' software or connectivity.

Instead of taking on a considerable investment, ongoing operational and labor costs, as well as risks in developing and maintaining this technology, you can offer your customers AccuCloud® as a high-value solution.

AccuCloud® affords your team visibility and control into your customers' time clock installations

A reliable link between the time clocks and your time and attendance system is critical for operational efficiency and on-time processing of payroll.

The AccuCloud® portal gives you visibility into each and every ATS time collection device your customers have installed. This will enable you and your customers to diagnose proactively any possible issues, improving operational efficiency and on-time payroll processing.

Visibility for Resellers

Here are some examples of the data you will be able to analyze using the AccuCloud® Monitor:

- Employee punch data flows from the time clock to AccuCloud® and to your back-end system, providing near real-time punch data to the people who need it.
- Time clock communication and connection data.
- Biometric enrollment data.
- Time clock usage data, such as time between punches for each device.
- Alerts when time clocks experience disruption and other issues, and more!



Options and Customizations



The AccuCloud® solution is highly customizable, so you can offer your customers time clocks that work for them and their business needs. We'll need to get some important information from you to get started.

Note: We recommend that the workflow and configuration you offer to your customers be as standardized as possible. It makes the deployments more predictable and easier to troubleshoot.

Step 1: Discovery and Configurations

During this stage, we discover your time tracking and system requirements and develop a blueprint that meets your business needs. This is the time to begin visualizing your ideal set-up.

How many configuration options do you want to offer to your customers?

We recommend limiting the number of configurations to simplify the management of your time clocks. Here are some options...

1. The time clock hardware configuration offered:

- Card reader options (barcode, proximity, or magstripe)
- Connectivity options (wired or wireless)
- Use of biometrics
- Battery options

2. Time clock branding options (both portal and hardware) If offering the portal to your customers, customization will be required

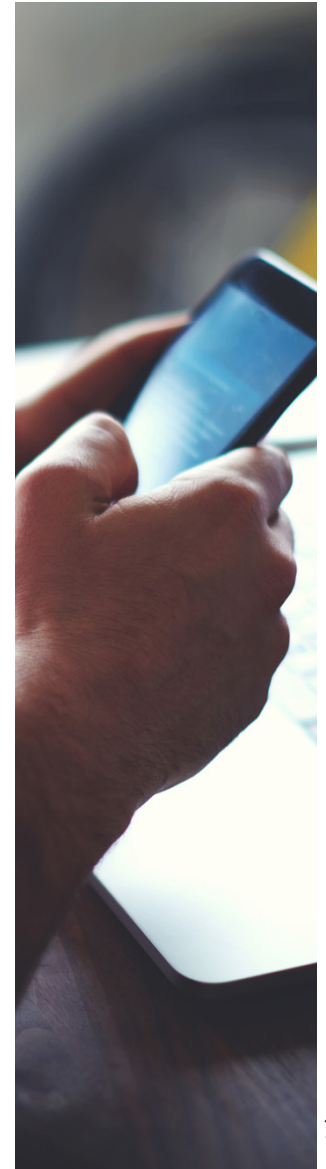
3. Time clock workflow options:

- Simple punch in and punch out
- Punching for breaks
- Punching for meals
- Processing job or department transfers
- Employee Self-service functions
- Language configuration

Step 2: Web Portal and Marketing Collateral Customization

Our experts work with your team to customize the web portal to reflect your brand. We'll also work with your sales team to add your brand and customizations to the related product sales and marketing collateral.

The AccuCloud® system enhances your and your customer's experience and company revenue. You get top billing with your customers, while we remain behind the scenes supporting your company's time clock deployments and operation.



Step 3: Implementation and Installation services

Our team fully implements and tests all the clocks and custom components to ensure functionality for optimal performance. Then we send them straight to your customer locations, or to your office if you would prefer.

ATS time clocks are simple to install. Many customers have their facilities personnel manage the physical time clock installations, but we can also take care of the time clock installations on-site. Talk with our experts to find out more.



AccuCloud® Removes The Obstacles To Increased Resale Revenue



For nearly three decades, the guiding principle for our reseller partners has been to make reselling ATS time clocks simple and profitable.

With AccuCloud®, we've taken that principle to the cloud and expanded your revenue opportunity beyond hardware to a full-service solution.

In addition to increasing your revenue by reselling ATS time clocks, your company can also increase its revenue by providing ongoing service level agreements and monitoring services using the AccuCloud® Monitor, as well as time clock data collection services.

Schedule a demo with an ATS consultant today to explore in detail how quickly AccuCloud® can expand both your solution's capabilities and its revenue potential.

WE ARE HERE TO SERVE YOU

REQUEST A DEMO



Accu-Time Systems, Inc.