



Boosting Efficiency for **Tax Filing**

2024 Asure Reseller Partner Conference

Presented by Janel Weinke & Kyala Smith



Speaker Introduction



Janel Weinke

Senior Director of Tax Operations

Over 20yrs of Payroll Tax experience beginning my career at leading tax compliance filing, tax agency notices and regional payroll location for small and national payroll clients. I have worked closely with clients to ensure from beginning to end the payroll tax setup is setup for success to ensure timely and accurately filing and payment remittance. I have worked with all size of companies with 1 to 1000+ employee(s) and multi-state.

Joined Asure in 2020 leading tax filing/payment submission through our direct business using Evolution. As we moved our direct business to One Asure, and processing the operations to one tax engine APTM, I am currently leading our reseller support team.

Speaker Introduction



Kyala Smith

Sr. Asure PTM Solution Consultant

Over 25 plus years of experience in HCM, Payroll and Taxes. Not only have I seen the transformation of software systems over time, but I understand the challenges that most organizations today are facing.

Session Agenda

01

Introduction of APTM
Solutions

02

Solution Comparison

03

Demo

04

Q &A



Introduction to APTM Tax Filing

Asure's PTM Overview

Payroll Tax platform designed for Payroll Providers and large enterprises who face the same challenge of complex multi-state tax filing and reconciliation.



Nasdaq: ASUR



HQ
Austin, TX

~575 Employees ⁽¹⁾

By the Numbers

12-years
Ave Tax Tenure
Operations Team

25-years
Ave Tax Tenure
Management Team

\$15B+
Money
Movement

~100,000
Clients
Served

~15%
Direct
Clients

~1.7M
Employees
Served

All 50 States

MULTI-STATE TAX
FILING EXPERTISE

8-10 Years

COMPLIANCE SOLUTIONS
CLIENTS STAY 8-10 YRS

14,000+ Jurisdictions

FILING, TRACKING, AND
RECONCILING COMPLEX TAXES

R&D Expertise

INDUSTRY LEADING CTO
AND DEVELOPMENT TEAM

(1) As of December 2023

(2) Average of 2022 and 2023

(3) As of December 31, 2023

(4) Net income(loss) is the closest GAAP measure to Adjusted EBITDA. A reconciliation of GAAP to non-GAAP and Adjusted measures is contained in the Appendix to this presentation. Management does not provide a reconciliation of guidance of GAAP to non-GAAP or adjusted disclosures because management is unable to predict the nature and materiality of non-recurring expenses without unreasonable effort.

(5) Reflects management's current outlook for the business in 2024 and is subject to a number of internal assumptions that may not be realized, and risks and uncertainties. See our SEC filings for more information about the risks to our business



About APTM

- PTM Founded 1997; PTM client base and technology acquired by Asure in June 2020
- Proven tax engine - over 31k EINs processed each month; 14,000 tax jurisdiction codes; Expertise in U.S. multi-state payroll tax compliance
- 95% of Client Base are Payroll Service Providers
- Market Growth - ERP HCM Partnerships

Why Asure PTM?

SCALABLE STANDALONE PAYROLL TAX SOLUTION WITH ROBUST FEATURES



Multi-State Filing

Managing multistate payroll taxes can be overwhelming, especially with changing state and local laws and an evolving remote workforce. Our system and our experts can handle the complexity.



Payroll Agnostic

Payroll Tax Management will take a feed from Oracle Payroll to maximize efficiency and streamline payroll tax processing for both in-house and outsourced delivery options.



24/7 Online Tax Portal

Gain unprecedented transparency into tax returns, schedule, agency status, tax funding, and payment status.



Dedicated Tax Support Rep



More Great Reasons to Choose Asure PTM

Confidence - Viability and financial security as a public company

Scalability - Safe, Secure and Scalable technology

Reliability - Experience you can trust

Flexibility - Self-Administered to Fully Administered service offerings as you evolve or grow



APTM Solutions

Asure PTM for Service Providers

Flexible Delivery Options | One Platform



PayTax **Fully-Administered**

Outsourced Payroll Tax Management

PTM Responsibilities:

- Impounding Tax Funds
- Deposits
- Returns
- Tax Notices
- Reconciliation of Tax Account
- Tax Compliance
- Holds Power of Attorney
- National MTL Licenses

Client Responsibilities:

- Settling Payroll Tax Data Files
- Ongoing New FEIN Set Up & Maintenance

FlexTax Hosted **Client-Administered**

Compliant Software for Payroll Tax Management

PTM Responsibilities:

- Automated System Updates
- Tax System Compliance Updates
- Database Management

Client Responsibilities:

- Impounding Tax Funds
- Deposits & Returns
- Reconciliation of Tax Account
- Tax Compliance
- Submitting Payroll Tax Data Files
- Ongoing New FEIN Set Up
- Holds Power of Attorney
- Tax Notices



DEMO

ASURE PAYROLL TAX MANAGEMENT

Dashboard



PayTax® Plus - PTM: Payroll, Inc. <DEMO>

File Client Transactions Inquiries File Transfer Reports Alerts Help

Select Processor
Maintain Client
Inquiries
Payroll Liabilities
Funds Drafted
Tax Payments
View Canceled Checks
View Printed Returns
Upload Payroll File

Dashboard Client List Alerts (66)

Refresh

Updated 07/25/23 11:54:37 am Qtr 1 Year 2023

Total Expected QE Files 35

Open Action Items
Unfunded Wires
Import
Main
Gam
Client
Agency
Current
Negative
Oper
QE A

Count
0

Quarter-End Tracking
Processing
III completed

Count
35
0 Info
0 Info
0
0
0

Agencies with Applied For

Processor ID PTM PTM Client ID Client ID Client Status Active Client Start Date Term Date Agency ID Agency Status Active EFT Registered Find

FEIN Like... Tax ID Like... Schedule Next Schedule Input Date Modify Date Order By Desc

Processor ID	Client ID	PTM Client ID	Agency ID	Agency	Tax ID	Fed Tax ID	EFT	Schedule	Tax Rate (%)	Agency Status
PTM	2298	PTM0001	AKSUI	AK SUI	Applied	34-5678912	No	Fed Quarterly - Last - QTR	0.00000	Active
PTM	HYH023	PTM0015	PAPALMTOPT	PA PALMER TWP LST(NORTHAMPTON)	Applied	12-3456789	No	Fed Quarterly - Last - QTR		Active
PTM	130422	PTM0070	AZSUI	AZ SUI	Applied	12-3456789	No	Fed Quarterly - Last - QTR	1.90000	Active
PTM	2711	PTM0214	SCSW	SC STATE WITHHOLDING	Applied	12-3456789	No	Semi-Weekly - Follows Fed - Qtr Rec		Active
PTM	ABC123	PTM0221	CAEDD	CA STATE WITHHOLDING	Applied	98-7654321	No	Fed Semi-Weekly - Follows Fed - Per		Active
PTM	ABC123	PTM0221	CAETT	CA ETT	Applied	98-7654321	No	Fed Quarterly - Last - QTR	0.10000	Active
PTM	ABC123	PTM0221	CASDI	CA SDI	Applied	98-7654321	No	Fed Semi-Weekly - Follows Fed - Per	0.80000	Active
PTM	ABC123	PTM0221	CASUI	CA SUI	Applied	98-7654321	No	Fed Quarterly - Last - QTR	3.20000	Active
PTM		PTM0232	FUTA	FUTA	Applied	Applied	Yes	Fed Quarterly - Last - QTR	0.60000	Active
PTM		PTM0232	IRS	IRS - 941/944	Applied	Applied	Yes	Semi-Weekly - Follows Fed - Qtr Rec		Active

Export To Excel Payee Forms Add Select Delete Close

ASURE PAYROLL TAX MANAGEMENT

Dashboard



PayTax® Plus - PTM: Payroll, Inc. <DEMO>

File Client Transactions Inquiries File Transfer Reports Alerts Help

Select Processor
Maintain Client
Inquiries
Payroll Liabilities
Funds Drafted
Tax Payments
View Canceled Checks
View Printed Returns
Upload Payroll File

Dashboard Client List Alerts (66)

Refresh

Open Action Items
Unfunded Wires
Import Payrolls on Hold
Manual Input Payrolls on Hold
Garnishments on Hold
Clients on NSF Hold
Agencies with Applied For
Current Quarter Payment Fallouts
Current Quarter Late Payments
Negative Pending Payments
Open Inquiries/Amendments
QE Audit - Did Not File (DNF) Jurisdictions

Agency Entry

PTM Client ID* PTM0070-ABC Bakery, LLC

Agency* AZ SUI

Business Name ABC BAKERY, LLC Import Client ID 130422

Client Tax ID* Applied Agency Start Date

1234567 1;1234567-1;1234567

Deposit Schedule* Fed Quarterly - Last - QTR

Next Deposit Schedule Effective Date

Tax Rate 1.90000 %

Next Tax Rate Next Tax Rate Effective Date

☐ Registered ☐ Received POA POA Expiration Date

☐ EFT Requirement ☐ Received TPA TPA Expiration Date

☐ EFT Application Status* Active

Add Edit Save Delete Agency Hist Close

INPUT_DATE	MEMO

QE Exception Notes

Asure

Total Expected QE Files 35

Count
35
0
0 Info
0 Info
0
0

ASURE PAYROLL TAX MANAGEMENT



PayTax® Plus - PTM: Payroll, Inc. <DEMO>

File Client Transactions Inquiries File Transfer Reports Alerts Help

Select Processor
Maintain Client
Inquiries
Payroll Liabilities
Funds Drafted
Tax Payments
View Canceled Checks
View Printed Returns
Upload Payroll File

Dashboard Client List Alerts (66)

Client ID PTM Client ID Legal Name Start Date FEIN Client Status

Client ID PTM Client ID Legal Name

PTM0228	MICHELE DONUTS
PTM0230	LA LAKERS
PTM0231	TEST SET UP
PTM0232	TEST
PTM0233	TEST COMPANY
PTM0226	TEST COMPANY ONE
07196	PTM0234 XYZ INC.
0994	PTM0131 ABC SAVINGS & LOAN
1021	PTM0290 SAMPLE COMPANY
130422	PTM0070 ABC BAKERY, LLC
2295	PTM0004 24 HOURS GYM, INC.
2296	PTM0005 SPORT RETAILER
2297	PTM0003 HAPPY FAMILY RESTAURANT
2298	PTM0001 ABC RESTAURANT, LLP
2299	PTM0002 XYZ DRY CLEAN, LLC
2353	PTM0212 JOHN Q. SMITH MD PA
2711	PTM0214 ACME SOFTWARE INC.
2762	PTM0215 ABC THERAPY, INC.
A123	PTM0227 SMITH HEATING, INC.
ABC123	PTM0221 ACME MANUFACTURING INC.
ABCDEF	PTM0224 TEST COMPANY
ADSL	PTM0216 ITALIAN GRILL INC.
AGT01	PTM0225 ABC TECHNOLOGY, INC.
ASLD	PTM0291 TEST COMPANY
BRYM	PTM0210 PHASE TEN RETURNS
CK7041	PTM0289 ACME INC.
CDPT	PTM0219 HOUSE OF PIZZA INC.
D480	PTM0206 PHASE SIX SOLUTIONS LLC
D540	PTM0202 PHASE TWO MANAGEMENT INC.
HYH023	PTM0015 ACME SALES LLC
NRGI	PTM0220 EASY LUBE OIL, INC
P404	PTM0103 BANK OF ANYWHERE
PTM123	PTM0222 PTM TEST CLIENT
PTMH	PTM0223 REMARKETER TEST CLIENT
SLEE	PTM0217 CALIFORNIA SPORTING GOODS
TBRO	PTM0218 BLOSSOM FLOWER COMPANY

Maintain Client

Client Information

Processor* PTM Import Client ID ADSL

PTM Client ID* PTM0216

12-3456789 1234

FEIN* 78-9123456 EFT Pin 1234

Description PTM0216-Italian Grill Restaurant

Legal Name* ITALIAN GRILL INC.

DBA Italian Grill Restaurant

Address* fbed Pnlw Wjeii, Oksmm adh

Address 2

City* Orange State* CA

Zip* 12345 Additional Data New ☒

Foreign Country

Foreign Province

Fgn Postal Code

Status* Active Starting Date 7/1/2009

NSF Hold No

Terminated Seasonal ☐

Contact Information

Payroll Contact Tom Jones

Secondary Contact John Smith

Returns To Susan Johnson

Phone Number (123) 456-7890

Fax Number (123) 456-7890

E-Mail jkxghdf@jpdia.okw

URL ptm0216.Yuhoo.com

Preparer Name* 2 - Asure Flex

Client Details

Payroll Transactions POA

Banking Payment Detail Process

Agency QE View

Notes Inquiries Email

Add Edit Save Cancel Report History Close

PTM: Payroll, Inc. 30 client(s)

Client ID	PTM Client ID	Legal Name
	PTM0228	MICHELE DONUTS
	PTM0230	LA LAKERS
	PTM0231	TEST SET UP
	PTM0232	TEST
	PTM0233	TEST COMPANY
	PTM0226	TEST COMPANY ONE
07196	PTM0234	XYZ INC.
0994	PTM0131	ABC SAVINGS & LOAN
1021	PTM0290	SAMPLE COMPANY
130422	PTM0070	ABC BAKERY, LLC
2295	PTM0004	24 HOURS GYM, INC.
2296	PTM0005	SPORT RETAILER
2297	PTM0003	HAPPY FAMILY RESTAURANT
2298	PTM0001	ABC RESTAURANT, LLP
2299	PTM0002	XYZ DRY CLEAN, LLC
2353	PTM0212	JOHN Q. SMITH MD PA
2711	PTM0214	ACME SOFTWARE INC.
2762	PTM0215	ABC THERAPY, INC.
A123	PTM0227	SMITH HEATING, INC.
ABC123	PTM0221	ACME MANUFACTURING INC.
ABCDEF	PTM0224	TEST COMPANY
ADSL	PTM0216	ITALIAN GRILL INC.
AGT01	PTM0225	ABC TECHNOLOGY, INC.
ASLD	PTM0291	TEST COMPANY
BRYM	PTM0210	PHASE TEN RETURNS
CK7041	PTM0289	ACME INC.
CDPT	PTM0219	HOUSE OF PIZZA INC.
D480	PTM0206	PHASE SIX SOLUTIONS LLC
D540	PTM0202	PHASE TWO MANAGEMENT INC.
HYH023	PTM0015	ACME SALES LLC
NRGI	PTM0220	EASY LUBE OIL, INC
P404	PTM0103	BANK OF ANYWHERE
PTM123	PTM0222	PTM TEST CLIENT
PTMH	PTM0223	REMARKETER TEST CLIENT
SLEE	PTM0217	CALIFORNIA SPORTING GOODS
TBRO	PTM0218	BLOSSOM FLOWER COMPANY

Client Transaction Detail

From Date To Date Quarter Year Processor ID Client ID PTM Client ID
4/ 1/2021 7/25/2023 PTM PTM0216 Find

Include

- ☒
- Payrolls
-
- ☒
- Drafts
-
- ☒
- EFTs/Checks

Payroll

- Date Options
-
- ☐
- Input Date
-
- ☒
- P/R Check Date

Liability Amount

Drafts

- Date Options
-
- ☐
- Input Date
-
- ☒
- P/R Check Date
-
- ☐
- Draft Date

Draft Amount

NSF

[ALL]

QE Add.

[ALL]

NSF Redraft

[ALL]

Type

[ALL]
[NoMisc]
Draft
AchRe
Ach
Wire
ChkRe
Misc
MiscR
NFT

EFTs/Checks

- Date Options
-
- ☐
- Input Date
-
- ☒
- P/R Check Date
-
- ☐
- Settlement Date

Payee

EFT/Check Amount

Type

[ALL]
[NoMisc]
Check
EFT
Misc
NFT
Wire

Status

Valid
Check
Void

Prepaid?

[ALL]

Exported?

[ALL]

Preparer Check ID

[ALL]
ASUREFLEX
ASUREGEN
ASUREPN

Client ID	PTM Client ID	Transaction	Preparer Chk ID	Acct/Payee	Liability Amount	Draft Amount	EFT/Check Amt	Check Date	Process Date	Settle Date
ADSL	PTM0216	State EFT	PTMNEWFLEX	NYSW			71.22	12/20/2021	12/20/2021	12/20/2021
ADSL	PTM0216	Fed EFT	PTMNEWFLEX	IRS			18193.34	12/20/2021	12/27/2021	12/27/2021
ADSL	PTM0216	State EFT	PTMNEWFLEX	NJSW			1588.65	12/20/2021	12/27/2021	12/27/2021
ADSL	PTM0216	Post Payroll			12924.27			12/27/2021	12/20/2021	
ADSL	PTM0216	Draft	PTMNEWFLEX	PTM0216		12924.27		12/27/2021	12/20/2021	12/27/2021
ADSL	PTM0216	Fed EFT	PTMNEWFLEX	IRS			11201.71	12/27/2021	12/27/2021	12/27/2021
ADSL	PTM0216	State EFT	PTMNEWFLEX	NYSW			71.22	12/27/2021	12/27/2021	12/27/2021
ADSL	PTM0216	State EFT	PTMNEWFLEX	NJSW			1503.53	12/27/2021	01/03/2022	01/03/2022
ADSL	PTM0216	Post Payroll			-0.23			12/27/2021	01/17/2022	
ADSL	PTM0216	Draft	PTMNEWFLEX	PTM0216		-107.30		12/27/2021	01/17/2022	01/17/2022
ADSL	PTM0216	State EFT	PTMNEWFLEX	NJSUI			5753.63	12/27/2021	01/17/2022	01/24/2022

Fed EFT 632,300.65

State EFT 95,831.89

Checks 2,421.96

Total Payroll Liabilities 730,554.50

Total Drafts 730,554.50

Total Payments 730,554.50

Draft Variance 0.00

Payment Variance 0.00

Export To Excel

View Transaction Detail

Close

ASURE PAYROLL TAX MANAGEMENT



Client QE

QE File

Employee

EE Count

Per vs. Qtr

Credits

Phase 5 - Per vs. Qtr Var

QE File YTD Var

QE Phase

Filing Method/Log

Quarterly History

Year

Qtr

Processor ID

Client ID

Clients ID

Phase

Status

2021

1

PTM

PTM0216

@

+

Closed Date

=

Closed Date

=

Payee ID

Variance with

>=

>=

Update Amount

Agency Refund

BOTH

0

%

\$0

Find

Client ID	Phase	Close Date	Payee ID	Client Tax ID	Periodic Amt.	Quarterly Amt.	Variance	Update Amount	Agency Refund	Rate	Main Payee ID	Hold	Quarter	Year	Status
PTM0216	12	4/12/2021	FEDWH	78-9123456	114,747.59	114,747.59	\$0.00	No	No	0.00000	IRS	No	1	2021	Valid
PTM0216	12	4/12/2021	FICA	78-9123456	122,631.14	122,631.20	(\$0.06)	No	No	0.00000	IRS	No	1	2021	Valid
PTM0216	12	4/12/2021	FUTA	78-9123456	2,275.79	2,275.78	\$0.01	No	No	0.80000	FUTA	No	1	2021	Valid
PTM0216	12	4/12/2021	NJSDI	789-123-456/000	3,707.59	3,707.57	\$0.02	No	No	0.60000	NJSUI	No	1	2021	Valid
PTM0216	12	4/12/2021	NJSUI	789-123-456/000	21,164.05	20,437.97	\$726.08	No	No	3.30750	NJSUI	No	1	2021	Valid
PTM0216	12	4/12/2021	NJSUIFLI	789-123-456/000	741.52	741.51	\$0.01	No	No	0.12000	NJSUI	No	1	2021	Valid
PTM0216	12	4/12/2021	NJSW	789-123-456/000	22,654.55	22,654.55	\$0.00	No	No	0.00000	NJSW	No	1	2021	Valid
PTM0216	12	4/12/2021	NJWF	789-123-456/000	0.00	726.07	(\$726.07)	No	No	0.11750	NJSUI	No	1	2021	Valid
PTM0216	12	4/12/2021	NYSW	789123456	508.95	508.95	\$0.00	No	No	0.00000	NYSW	No	1	2021	Valid
PTM0216	12	4/12/2021	PAPHIL	1234567	503.13	503.13	\$0.00	No	No	0.00000	PAPHIL	No	1	2021	Valid
PTM0216	12	4/12/2021	PASUI	78-91234	8,564.56	8,564.54	\$0.02	No	No	10.26260	PASUI	No	1	2021	Valid
PTM0216	12	4/12/2021	PASUIEE	78-91234	139.08	149.54	(\$10.46)	No	No	0.08000	PASUI	No	1	2021	Valid
PTM0216	12	4/12/2021	PASW	1234 1234	4,416.09	4,416.09	\$0.00	No	No	0.00000	PASW	No	1	2021	Valid

Bulk Pass Phase 5 -> 6

Export to Excel

Detail Report

Client Recon

QE Packages

Phase 2 - Validation

Report

Close

2nd Quarter 2023 Calendar



2nd Quarter 2023

JUNE 2023

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3 Begin QE Pre-Balancing
4	5	6	7	8	9 Last day to submit: -1Q2023 refund request -Termination requests for clients not processing QE.	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29 -Add Asure PTM as role agent (TPA) -IRS name control (RAF) -Submit tax ID's for 'Applied For' status	30 -Prepays -Rates & Tax ID updates -QE Test Files	



2nd Quarter 2023

JULY 2023

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1 Begin transmitting live QE/W2 files
2	3	4	5 Deadline to transmit late periodic & prepay adjustments & resolve all NSFs	6 Last day for timely receipt of QE files and adjustments	7 Deadline to resolve all "QE Data Integrity" (Phase 2 errors).	8
9	10 Global Pass Deadline to pass all clients who have not yet approved their "QE Variances"	11	12	13	14 QE Packages will be available for review	15
16	17 QE Variance Draft	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1				



Q & A



Thank You!



2024 Asure Reseller Partner Conference

