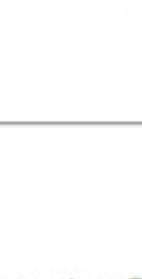
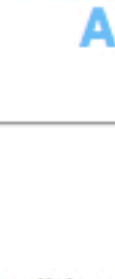


The Payroll Report

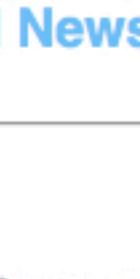
Industry Leading Technology. Unmatched Personal Service.
Grow Your Payroll Business.



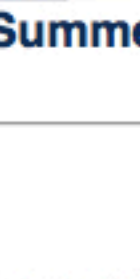
Payroll



HR



Time & Attendance



Support

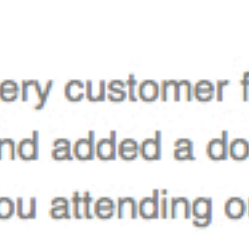
APEX HCM Newsletter – Summer 2017

Hi Mike,

Welcome to the Summer 2017 edition of the Apex Customer Newsletter, your quick-read recap of recent happenings at Apex. This edition contains news to help you get the most value from your Apex relationship. We always welcome feedback and if you have suggestions to improve the Apex Customer Newsletter, please let us know. Contact Melissa Thompson, Director of Marketing at melissa.thompson@apexhcm.com

In This Edition

- New Faces – Apex is rapidly hiring new staff
- New Partners – Employee Navigator and Industry Newsletters
- Journey Mapping – Improving your Experience
- Employer on the GO – New Payroll Entry Screen
- ACA – Helping your Clients with Compliance
- Customer Conference – See you in Atlanta Sept 22-23.
- Client Pizza Lunch – Pizza for your Staff on Apex



New Faces

2017 has been a year of massive expansion for Apex and we thank every customer for fueling our growth. Apex has doubled our staff count so far this year and added a dozen new professionals to the Apex team just this past summer. Those of you attending our User Conference will see our staff expansion firsthand.

Apex invested in this additional talent with three goals in mind. First, continually improve the personal level of service we provide customers. Accordingly, a large portion of new hires have been in Customer Support and Training. Second, we doubled our software development and engineering staff to improve and grow Apex's industry leading technology platform. Third, we focused our hiring on people with experience in the payroll services industry. While many companies tout new hires, you later discover those employees are either located overseas and possess no industry knowledge. At Apex, every new hire is located here in Atlanta and most join us with substantial industry background. Below are new members to the Apex team added this summer.



Greg Javins, VP Operations. Greg joined Apex earlier this summer following two decades in the payroll services industry. Previously, Greg worked at PayDay Solutions, EasyChoice, PayChoice and most recently led a 160 member services team at Sage Payroll Services. Greg brings to Apex a deep understanding of the industry, our clients, and how to design a great customer service experience.



Brian Perkins, Customer Support Manager. Brian also brings to Apex a lengthy career in the payroll industry providing customer support and services. Previously Brian worked at ADP and Paychoice. At Apex, Brian will be supervising the Customer Support team and working directly with Greg to design improvements to our Support and customer experience.



Erica Kahle, Account Manager. As every client knows, personal service extends beyond immediate customer support but also involves longer term account management. Erica joins Apex to work with clients to help in their adoption of Apex services and identify opportunities to help our clients grow their businesses. Erica also joins Apex with prior experience working in the payroll services industry.



Beverly Waites, Director of Training. A strategic initiative within Apex is to expand and improve our customer training programs and services. Beverly joins Apex with 15 years of experience in the HR and training fields, much of that time specifically in the payroll industry. Beverly will be working to design, expand and implement new customer training content and services.



Zilfa Owen, Technical Support Specialist. Zilfa joins Apex with payroll industry experience from ADP as a Project Specialist and Payroll Service Representative. In addition, Zilfa worked for NCR in various operational roles and administrative roles.



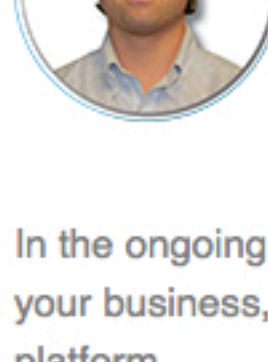
Jason Clayton, Technical Support Specialist. Another new hire direct from the payroll industry, Jason previously worked at Sage in technical and support analyst roles. Jason brings to Apex nearly 10 years of technology industry experience and a bachelor's of science degree in operations management from DeVry University.



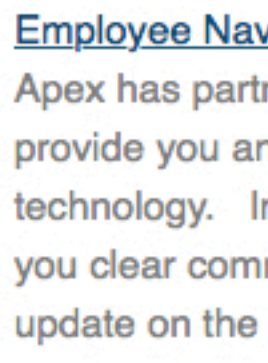
Chris Detsch, DB Manager. Chris joins Apex with 17 years of experience in software development, database management and IT solutions. Chris is working to identify technology solutions to improve customer experience and support Apex's growing customer base.



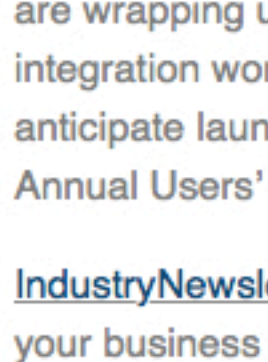
Wayne Schroder, Senior Software Engineer. Wayne, a full stack developer who possesses deep experience in "big data" server database optimization. Wayne also brings to Apex experience developing HCM applications and cloud based architecture. Working with the entire R&D team, Wayne will help Apex strengthen and broaden our industry leading technology.



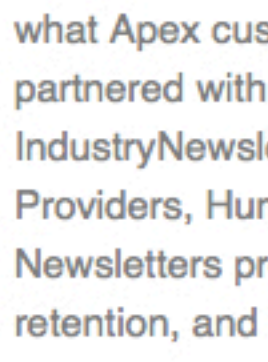
Lisa Wainscott, Senior QA Analyst. Lisa earned her Masters degree from The Ohio State University and joins Apex with 20 years of experience in the technology industry. Specifically, Lisa brings to the Apex engineering team deep experience in testing complex payroll software.



Addison Moreno, Business Development Manager. Addison comes to Apex by way of the NBA, specifically the Atlanta Hawks having served in sales and customer relations. Addison also possesses prior business development experience in the cloud technology industry and he earned his Bachelor's degree from the University of Mississippi.



Joshua Johnston, Business Development Manager. Josh joins Apex with prior experience working with B2B clients in a technology environment. Josh attended Georgia Tech University and brings to Apex a passion for training, communications, and helping clients succeed.

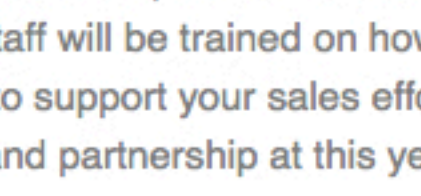


Scott Hines, Business Development Manager. Scott earned his degree from University of Alabama and joins Apex with client relationship management experience from the financial services and property management industries.

New Partners

In the ongoing effort to provide you more HCM offerings and more opportunities to grow your business, Apex proudly announces the following new partners to the Apex HCM platform.

Employee Navigator As you may already know, Apex has partnered with Employee Navigator to provide you an integrated benefit enrollment technology. In our continuous effort to provide you clear communication, we want to give you an update on the status of this partnership and integration. The software development required to integrate Apex and Employee Navigator has been completed. Currently, we are wrapping up testing and once this is completed, our staff will be trained on how the integration works and we will prepare marketing material to support your sales efforts. We anticipate launching the Employee Navigator integration and partnership at this year's Annual Users' Conference.



IndustryNewsletters Given the hectic nature of your business and responding to client issues, who has time to do proactive marketing? That is what Apex customers have told us and why we partnered with IndustryNewsletters.

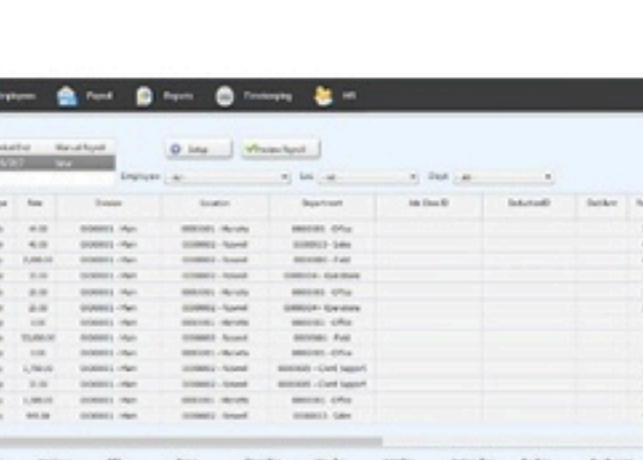


IndustryNewsletters provides email marketing tools and specializes in serving Payroll Providers, Human Resource Consultants, and Employee Benefits Firms. Industry Newsletters provides you an affordable way to stay in touch with your clients, improve retention, and increase sales.

To learn more about Employee Navigator or IndustryNewsletters [CLICK HERE](#)

Journey Mapping

Greg Javins joined Apex only two months ago and has already identified and implemented several new initiatives to improve your customer experience. One example Greg spear headed, is our Customer Journey Map initiative. Greg has guided the Apex leadership team through countless hours of mapping, post-it notes, debate and agreement on issues affecting customer experience and identifying potential solutions. This is a long-term process but you will begin to see changes in processes, procedures, and available resources in the coming weeks.



Employer on the GO

We are excited to be introducing a new payroll entry screen for Employer on the GO at the 2017 Apex Users' Conference. With the new payroll entry screen, users will be able to re-order columns and save their preferred layout. The new screen allows users to identify all the changes made prior to saving the data. Additionally, the new payroll entry screen has new filters, new fields and more...

EmpID	Emp Name	Emp Type	Rate	Emp Status	Emp Address	Emp Phone	Emp Email	Emp Fax	Emp Notes
000001	John Doe	Full	10.00	Active	123 Main St	404-555-1234	john.doe@apex.com		
000002	Jane Smith	Part	15.00	Active	456 Oak St	404-555-5678	jane.smith@apex.com		
000003	Mike Johnson	Full	20.00	Active	789 Pine St	404-555-9012	mike.johnson@apex.com		
000004	Sarah Lee	Full	25.00	Active	101 Elm St	404-555-3456	sarah.lee@apex.com		
000005	David Kim	Full	30.00	Active	202 Maple St	404-555-7890	david.kim@apex.com		
000006	Emily White	Full	35.00	Active	303 Cedar St	404-555-2345	emily.white@apex.com		
000007	Chris Brown	Full	40.00	Active	404 Birch St	404-555-6789	chris.brown@apex.com		
000008	Alex Green	Full	45.00	Active	505 Walnut St	404-555-0123	alex.green@apex.com		
000009	Mia Black	Full	50.00	Active	606 Spruce St	404-555-4567	mia.black@apex.com		
000010	Noah Gray	Full	55.00	Active	707 Ash St	404-555-8901	noah.gray@apex.com		

ACA Compliance

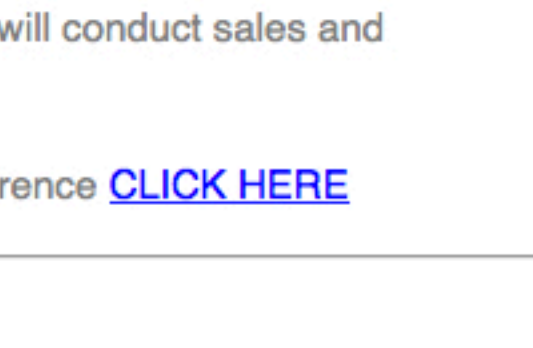
A recent industry survey by ADP revealed the over 27% of US businesses are not fully confident in their company's ACA compliance posture. You can help your clients gain full confidence in their ACA compliance by using Apex ACA OnDemand. ACA OnDemand enables compliance at your fingertips and is fully supported by Apex Support staff. Many providers use 3rd party ACA support but not at Apex. The same team you've always worked with can support you on ACA issues.



[CLICK HERE](#) to learn more about Apex ACA OnDemand.

Apex Annual Users' Conference

We've set an attendance record! Still a month away from our Sept 22-23 conference and our attendance has already surpassed 2016 attendance. If you haven't yet registered there is still time and we will certainly make room for you. Surveyed attendees report three major benefits from attending.



1. Product knowledge and Support. Learn power user skills and face-to-face meet with the Apex people who can answer your questions.
2. Socialize and Learn from your colleagues. Often the most actionable information you take home is gleaned from fellow Apex users.
3. New ideas on products and services you can provide your clients. But also, new ideas beyond Apex's technology. Outside speakers will conduct sales and marketing sessions to help you grow your business.

To learn more and register for the 2017 Apex Users' Conference [CLICK HERE](#)

Free Pizza for your Staff

Thank you to every client that has recommended Apex to your friends, family, or business colleagues. If you know of someone whose business could benefit from Apex HCM technology and services please let us know. When you do, pizza lunch for your staff is on us! Simply send us an email with your refer-a-friend contact info to referral@apexhcm.com or visit our referral page at <http://info.apexhcm.com/apex-referral-program>. Let us know your favorite pizza delivery and we'll take care of the rest.



If your referral becomes an Apex customer, you **earn a \$1,000 referral fee** thank you from Apex.

Apex provides this customer newsletter with helpful, useful and interesting information for you. We welcome and encourage your feedback on how to make this email publication better. If you have suggestions please feel free to contact Melissa Thompson, Director of Marketing, at melissa.thompson@apexhcm.com.

