



EARNIE Business Partnerships

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EARNIE Business Partnership

Company Introduction

EARNIE is part of the IRIS Group. With over 60,000 business customers, revenues of c£120m and more than 30 years experience, IRIS is the UK's largest private software house with a wide range of specialist solutions.

Today, IRIS is:

- The No 1 provider to UK accountancy practices
- The No 1 provider to UK law firms, barristers and coroners' offices
- The No 1 provider to the UK not-for-profit sector
- The No 1 provider of payroll and accounts to GPs
- The No 2 provider of payroll & HR software solutions providing payslips to around 10% of the of the UK workforce
- An award-winning provider of accounting and ERP systems to UK businesses
- A leading provider of specialist software for sports clubs, field services and application modernisation software and services for blue chip companies

EARNIE

The EARNIE product range was originally developed as a best of breed payroll product to be sold through a reseller channel, typically software authors focusing on a specialist vertical requiring a payroll system to complete their solution.

The EARNIE team have over 20 years of experience developing a range of payroll solutions for over 33,000 customers across a vast array of markets and sizes.

The Partnership Types allow partners the choice whether to invest in their own payroll resource, or take advantage of the partner support options geared to assist partners to maximise sales opportunities with little investment from themselves. Our technical team will work closely with you to ensure we can demonstrate integration to prospects and where required in depth partner and sales training will be provided.

EARNIE offers a range of scalable payroll solutions suitable for all sized companies from small start-ups to large blue-chip organisations. All versions of the EARNIE product suite meet HMRC legislation and provide simple, easy to use software that will handle both basic and complex requirements together with easy integration and a range of reporting options.

The EARNIE team are dedicated to building relationships with partners, working closely to ensure we listen to feedback about products, and assist wherever we can to help win opportunities. We help drive sales campaigns to help win new business and up sell to existing customers.



Business Partner Types

EARNIE offer three types of business partnerships to offer flexibility and as much or as little commitment that suits your business.

A. Associate Partner

An associate partner will be rewarded for passing leads to the Supplier. The Supplier will lead the sale, demonstrate, quote and prime contract all services and support with the customer.

Terms: 25% Finders fee payable on the licence sale.

B. Sales Partner

A Sales Partner will promote the Suppliers products as part of their solution, building integration where possible. The Sales Partner will lead the sale and prime contract with the customer. The Supplier will provide pre-sales services, implementation and all support services.

Terms: 30% Commission payable on the licence sale.

C. Delivery Partner

A Delivery Partner will be self sufficient, employing at least one product champion to provide sales demonstrations, implementation and installation services. A Delivery Partner must attend the recommended training courses to achieve and maintain delivery status. Whilst being supported, a Delivery Partner will qualify for a Sales Partner discount until agreed they are self sufficient.

Terms: 40% Commission payable on the licence sale

Support Services

If a Delivery Partner provides Level I & II support, 15% will be payable to the Partner.

Partner Fees

There is an initial sign up fee of between £350 and £1000 to cover integration, marketing assistance, sales and product training as well as a copy of EARNIE Intro for running your in-house payroll. Ongoing there is an annual fee of £350 to cover ongoing training, sales, product support, events and annual maintenance for EARNIE Intro.



Product Overview

Your summary guide to the EARNIE payroll product range.

EARNIE offers a range of scalable payroll solutions suitable for all sized companies from small start-ups to large blue-chip organisations. All versions of the EARNIE product suite meet HMRC legislation and provide simple, easy to use software that will handle both basic and complex requirements together with easy integration and a range of reporting options.

The EARNIE team has over 20 years of experience developing a range of payroll solutions for over 20,000 customers across a range of sectors. Our expertise means we understand the requirements of payroll from board level to daily operations and have created software that is rich in functionality whilst ensuring it is easy to use.

The EARNIE suite offers four products with a selection of add-on modules giving additional functionality. Each product includes full online and telephone support and all legislative and product updates with full implementation and consultancy services available.

All versions of EARNIE allow year end returns and in-year changes (such as P45 and P46s) to be sent online to HMRC. EARNIE Business, Executive and IQ can also receive information from HMRC for items such as tax code changes directly into the software.

EARNIE Intro

EARNIE Intro is flexible payroll software for companies with up to 30 employees. It's easy to learn and simple to set up.



EARNIE Intro is straightforward to use and includes many useful features such as an absence diary to record sickness and absence, current year pay history and easy to use wizards for setting up payments and deductions such as bonuses and pension payments.

Optional modules: P11D Organiser

EARNIE Business

EARNIE Business is the ideal choice for companies with up to 100 employees. Flexible enough to adapt to changing business needs, it easily manages the payroll so that employees are paid quickly and simply.



It provides the more advanced features required by developing businesses such as up to nine years history, up to 999 flexible payments and deductions and the ability to set up different access levels for different users.

Optional modules: Costing, Spreadsheet Import, CIS, P11D Organiser

EARNIE Executive

EARNIE Executive can process payrolls for up to 1,000 employees and is suitable for large companies requiring multi-user access.



It is highly configurable so payments and deductions, absence categories and user-defined fields can be set up to meet companies' unique and often complex requirements.

Ideal for more demanding payroll requirements, EARNIE Executive performs sophisticated calculations easily and includes full payment history and a flexible import/export facility.

Optional modules: Costing, Spreadsheet Import, CIS, P11D Organiser

EARNIE IQ

EARNIE IQ is suitable for large numbers of employees and concurrent users as it uses the industry standard Microsoft SQL server database.



With a configurable organisational structure and multiple levels of analysis available, EARNIE IQ can be tailored to each customer's unique requirements. There are standard links available to integrate to third party packages such as BACS and Accounting systems, and additional user-defined links can easily be created. The product includes costing functionality as standard to handle simple or complex accounting requirements.

Optional modules: Timesheet IQ, P11D Organiser

Optional modules for the EARNIE product range:

	EARNIE Intro	EARNIE Business	EARNIE Executive	EARNIE IQ
P11D Organiser	•	•	•	•
Costing	-	•	•	-
Spreadsheet import	-	•	•	-
CIS	-	•	•	-
Timesheet IQ	-	-	-	•

P11D Organiser (All versions of EARNIE)

P11D Organiser lets you easily produce P11D returns for employees. It manages all the complex calculations automatically, not only minimising errors and hassle but saving time thanks to an online submissions feature, fully approved by HMRC. Integration to all EARNIE products also eliminates data duplication. Licensed in blocks of employees with multi-user and multi-company functionality, P11D Organiser is the ideal solution for any sized business looking to remove the hassle of producing P11Ds manually each year.

Costing (EARNIE Business & EARNIE Executive)

The costing module is ideal for any companies with employees working for more than one department or location with requirements to analyse costs accordingly.

It allows the cost of an employee to be split between multiple cost centres, with reporting analysis down to employee level if required.

Spreadsheet Import (EARNIE Business & EARNIE Executive)

Quickly import data directly into the payroll run with this optional facility saving time and improving data accuracy. Set up templates containing the exact information required then either link to a Microsoft Excel spreadsheet or manually enter the data.

Ideal for payroll bureaus and companies with large amounts of variable pay information.

CIS Module (EARNIE Business & EARNIE Executive)

Easily handle Construction Industry Scheme (CIS) payments accurately with the CIS module. It performs all the necessary calculations using CIS rules and connects directly to the HMRC gateway. Fully meets the latest legislation, the CIS module produces monthly tax returns automatically for sending online to HMRC and will also calculate VAT for qualifying sub-contractors.

Timesheet IQ (EARNIE IQ)

Import all your timesheet data into EARNIE IQ with the simple and intuitive Timesheet IQ. Configure templates based around your business making entry of all your variable data quick and simple. Multiple templates can be created to encompass all aspects of your payroll, such as different divisions, which can update EARNIE IQ with minimum effort.



Partner Application Form

Your details

Company name.....

Address.....

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.....Postcode.....

Registered address (if different to address above)

.....

.....Postcode.....

Company registration no.....

Website.....

Contact name.....

Position.....

Telephone.....

DDI.....

Mobile.....

Email.....

Your company

No. employees.....

Turnover.....

Sector.....

Are you a:

software house

reseller

consultancy services company

other, please state.....

Describe your software and any other products you resell

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Do you employ:

Software consultants Yes No

Technical consultants? Yes No

If yes, do they have SQL skills Yes No

Payroll specialists? Yes No

Field sales staff? Yes No

If yes, please state how many.....

Support staff Yes No

Why are you interested in becoming a partner?

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Any other comments

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Please return to:

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Diamond Court, Preston Farm Business Park

Stockton-on-Tees, TS18 3TP

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