Success Story

Tree service enterprise gains evergreen payroll solution

Sage Intacct Payroll powered by ADP grows and flexes as Tree Care Partners expands its reach.



The challenge
As Tree Care Partners grew organically and through acquisitions, it needed a payroll solution sophisticated enough to support a national operation.

The solution
Sage Intacct Payroll powered by ADP delivers the robust capabilities the company needs now, and is scalable to keep pace with the growth Tree Care Partners projects in the coming years.

The result
Moving to Sage Intacct Payroll brings every branch of Tree Care Partners' operation under the canopy of a single, capable solution.

- Eliminated multiple individual payroll applications and the associated duplicate data entry.
- Streamlined and automated compliance across every state.
- Gained support for Certified Payroll.
- Single source solution for payroll, HR, recruiting, and accounting.
- Focusing more time on value-add projects and strategic initiatives.

Sage

Organization
Tree Care Partners

Location
Arizona, US

Industry
Private Equity

Sage Products
Sage Intacct Payroll powered by ADP
Sage Intacct

TREE CARE PARTNERS

About Tree Care Partners
Tree Care Partners is a leading provider of tree care and plant healthcare services, launched by CPS Capital to invest in, grow, and integrate tree service businesses across the United States.



In an industry populated primarily by small operators, Tree Care Partners stands tall. Launched by CPS Capital to invest in, grow, and integrate tree service businesses, Tree Care Partners is creating a leading multi-regional tree service business that currently manages eight locations, 55 tree care crews, and a team of over 300 professional staff.

When you're in constant growth mode, adding personnel and operations across the country, payroll and human resources tasks quickly get complicated. That's why Tree Care Partners selected Sage Intacct Payroll powered by ADP as its evergreen solution.

Planting the seed for change

Each of the company's acquisitions had its own payroll application, and none could handle a company the size and breadth of Tree Care Partners. "We needed a payroll and HR solution that could support a national operation that's growing rapidly," explains Deb Martone, Tree Care Partners' VP of People Operations.

Before Deb arrived, the company's CEO had thoroughly researched scalable payroll solutions and selected Sage Intacct Payroll powered by ADP. "It was my job to implement the solution and bring all our individual companies' payroll, benefits, and HR operations together," Deb says.

Rooted in excellence

Deb recalls that ADP's reputation as a premier national payroll services provider factored into the decision, as did the fact that Tree Care Partners uses Sage Intacct as its accounting and financial management application. "That made Sage Intacct Payroll a pretty ideal choice for us," she says. "At that time, we only had 100 employees. Now we're close to 400."

Deb worked with the Sage Intacct Payroll team to implement the solution, bringing one entity online at a time. "That approach worked well for us, and we got the support and advice we needed from Sage and ADP to make it a success," she says. "I'd describe our consultant as amazing. They were responsive and helpful. We now have the whole enterprise on a single payroll, HR, and benefits system, which simplifies administration."

Now, Deb says the company is largely self sufficient. "We changed carriers this year, and I was able to create the plans in Sage Intacct Payroll on my own — I was pleasantly surprised at how simple it was. I still reach out to our account rep with questions, and always receive a quick response."



"Going forward, we plan to take full advantage of the insights available from Sage Intacct Payroll to dive into our data, study turnover and retention numbers, and follow the money to help the organization be even more successful."

Deb Martone
VP of People Operations, Tree Care Partners

Branching out with new capabilities

Tree Care Partners recently incorporated the application's Recruiting module. "Our recruiting manager is just getting started working in it, but she tells me she's super happy with it already," Deb says.

Deb and the rest of her team leverage many of the standard reports in Sage Intacct Payroll and appreciate how simple it is to use the custom reporting and query tool to create ad hoc and specialty reports.

"I needed a simple report with employees' names and email addresses to provide to our insurance carrier, and it was quick and easy to get," explains Deb. "Going forward, we plan to take full advantage of the insights available from Sage Intacct Payroll to dive into our data, study turnover and retention numbers, and follow the money to help the organization be even more successful."

Yielding results

When the company works on federally-funded projects, it must maintain compliance with prevailing wage laws and submit certified payroll reports. "We don't have many of these types of projects, but it's great to know that Sage Intacct Payroll can handle the required reporting to keep us in compliance," says Deb.

Tree Care Partners' finance team appreciates the seamless integration between accounting and payroll. Data flows automatically into the general ledger, eliminating the need to manually create journal entries — saving time and improving accuracy. In addition, Sage Intacct Payroll leverages accounting dimensions to streamline posting and reporting for payroll journal entries.

A fruitful endeavor

As Tree Care Partners continues to grow, expand, and flourish, its choice in payroll solutions is proving fruitful. The company now has a single, integrated solution for its critical accounting, payroll, benefits, and recruiting functions. By streamlining these processes, Tree Care Partners can more efficiently manage its biggest expense and asset — its employees.

"We know Sage Intacct Payroll can support our company as we grow — anywhere we go and however large we become," concludes Deb.

Sage



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