

TSP Payroll

TSP Payroll announced in August 2022 available in SAP Store



TSP Payroll Sales Contacts

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Customer Successes

Walmart (PR)
Wendy's (PR)
Red Lobster (PR)
Chilis (PR)

For More Information

Website:
<https://www.thesiliconpartners.com/news-coverage/tsp-payroll-solution-now-available-on-sap-store/>

SAP App Center:
https://store.sap.com/dcp/en/product/display-0000060388_live_v1/TSP-Payroll-solution

Business Value

TSP Payroll solution fits the needs of small-to-large business accountant roles and is integrated with SAP SuccessFactors Employee Central, allowing customers to improve gross-to-net calculations with a single source of truth for HR data. The solution saves high costs in acquiring, operating, and maintaining physical infrastructure to store your payroll data.

The return on investment (ROI) for Employee Central Payroll is typically for countries that have at least 1,000 employees or more.

For the smaller countries that have fewer than 1,000 employees (the “tail”), there is usually no ROI from using Employee Central Payroll and customers must find another solution.

Qualifying questions

- Do you have employees in global locations with less than 1000 employees?
- Do you have global locations that use different payroll platforms?
- What country do they need? How many employees? How do they run payroll today? What are their pain points?

Partner Offer

What is the value of TSP Payroll?

TSP Payroll helps bridge the entry point barrier into SAP SuccessFactors by providing a payroll platform for companies with less than 1,000 employees. This is also a platform companies can use to standardize their global locations. The solution is on the SAP Store, so AEs can offer an end-to-end payroll solution to their customers and prospects.

Does it work out of the box?

TSP Payroll is country agnostic and supports a number of countries out of the box. Implementation time is typically 2-3 months and costs around \$40k to \$80k, depending on the country and population size being implemented. Localization for countries not yet supported is a minimal additional effort.

Offer Value-prop:

TSP Payroll provides a low cost subscription fee of USD \$6 per employee per month and is available in the SAP Store.

Is SAP SuccessFactors required?

No, although the solution already has SAP-certified, pre-delivered integration to SAP SuccessFactors Employee Central and is designed to complement SAP SuccessFactors Employee Central Payroll.

Market Opportunity

Business Potential

- Average Deal Size:
- # of joint wins:

Industries

- All industries and verticals

Customer Profile & Targets

- HRIS Managers, CHRO's, HR Directors, Payroll Managers, CFO's

External Message to Prospects

TSP Payroll can support any country. Its capability is a delivery issue not a technical issue. Level of effort is dependent on exact requirements but our message is we can implement a payroll solution in 90 days

If it ends up taking longer, we will address during the course of implementation

Some marketing materials

[TSP Payroll](#)

[Video demo](#)