



Link-Sync by Skibo, Corporation- Partner of:

Call us today at 218-343-1864

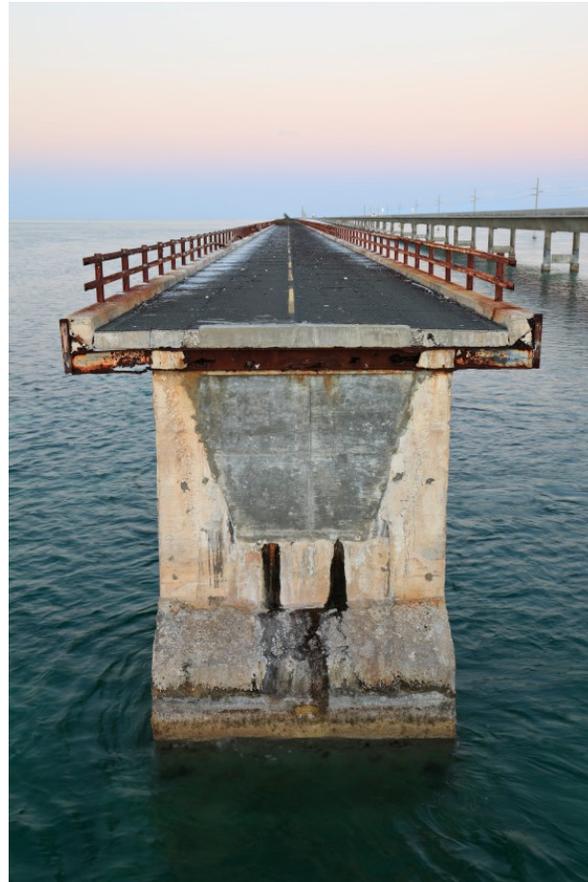
or (888) 341-1545

 ClickSoftware



Link-Sync is a powerful and proven bridge solution that brings you:

- Employee record synchronization-HRIS, Time & Labor (TLM), or payroll systems via ADP Web Services.
- QuickBooks & QB Online Invoicing (A/R), GL/Job Costing, A/P, customers:jobs, Estimates, etc. integrations.
- QB hosting-Allows your QB to be hosted on the Skibo secure web servers
- Piece rate calculations & automated prevailing wage rate calculations from TLM products such as ezLM, Enterprise eTIME, & others.
- Time Entry solution-Web hosted or client-server.
- TLM pay data file creation for uploading into ADP, Paychex, Paylocity, PayCor, etc. payroll or other accounting/ payroll systems for payroll and invoicing/billing system.
- End of year W-2 file conversion & processing.
- General Ledger & job cost integrations from ADP Payroll products listed above into many accounting systems
- Check detail history migration.
- Shop floor data & time collection
- Employee benefit statement preparation.
- Sales Order Entry
- Reporting/custom solutions.



Is the integration between your VZW/ FFM/ClickSoftware, Accounting System, leaving you with a bridge to nowhere?

Let **Link-Sync by Skibo Corporation** bridge the gap with integration or automated synchronization!!!

[Email sales@skibocorp.com](mailto:sales@skibocorp.com) or www.skibocorp.com

Skibo Corp. personnel has partnered with VZW/FFM ClickSoftware personnel/customers in all 50 states in the US for well over 7+ years. Skibo, Corp. staff have 25+ years in the accounting and IT industry. Over that time, we have worked closely with most major accounting systems. We integrate TLM, payroll providers, accounting systems, and other TLM systems into a seamless, efficient, and integrated solution by bridging

the gaps between disparate systems utilizing their built-in ability to import/export data or utilize direct read/write access to the system's backend database for more automated integrations!

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Link-Sync by Skibo, Corp. integrates data from:

ClickSoftware time collection system to many previously mentioned accounting & payroll systems:

- The ability to extract time captured data in ClickSoftware (Verizon Field Force Manager) & import, via web services, manually or automatically into the Link-Sync solution, apply OT rules, submit/approve the time by users/supervisors, and allow for correcting/modifying the time in Link-sync before migrating this data into your accounting/payroll system or payroll providers. We integrate to most systems such as QB/QBO, Sage 50/100/300 (PeachTree, Timberline, MasterBuilder, MAS90), ADP, Paychex, Paylocity, PayCor, PayCom, etc.
- The ability to push new jobs from accounting/job systems such as BullHorn, QB, QBO, Sage, etc. to allow for these new jobs to be pushed into ClickSoftware and dispatched out to the employees.

Post-Payroll General Ledger, Job Cost, and/or Invoice Integrations from time data:

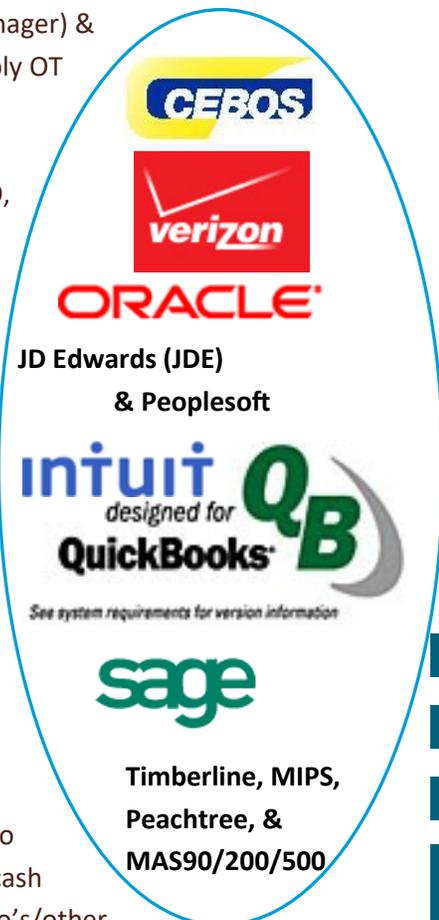
- American Contractor, Blackbaud, Intuit-QuickBooks/QuickBooks Online, Microsoft GreatPlains Dynamics, Oracle-JDE World/One World/PeopleSoft, Sage ACT/MAS90/200/500/MasterBuilder/MIPS-Fund 100/Peachtree/Timberline, SAP Business Suite ERP/Business One, & others.

QuickBooks/QuickBooks Online:

- GL/job costing from Payroll Providers system into QB/QBO, new customers:jobs into QB /QBO from other systems such as BullHorn. Integrations to Accounts payable, cash payments/bank checks into QB/QBO, new customers:jobs out of QB/QBO into Skibo's/other systems, Invoice integrations from time systems such as Skibo's or others into QB/QBO for time and materials billing, and time-entry integration from system's such as Skibo, ClickSoftware, others, etc. to allow for payroll processing inside of QB/QBO.

Time Entry Solution:

- The ability to enter time directly into the Link-Sync web hosted or client-server solution and pull data in from ClickSoftware solution, submit, approve, and make changes all inside Link-Sync before migrating to another system.
- OT rules applied.
- Prevailing Wage Rate rules applied
- Work Comp tracking and reporting.
- Union Fringe Benefits calculated from ClickSoftware captured data
- Cross billing of time to customers or Accounts Payable for Commissions earned.



Founder, President & CEO
of Skibo, Corporation

"Skibo, Corporation was founded on the principal of providing a consultative approach to a problem, excellent customer service, and reasonable pricing in proportion to the solution required."

Email us at: sales@skibocorp.com



Time Entry Solution:

- The ability to enter time directly into the Link-Sync web hosted or client-server solution.
- The solution can automatically extract new and/or existing customers;jobs into the

Employee ID: Status:
 Name:
 Dept:
 Grp: Exempt:
 Submitted Approved

Paycode	Jobs	Task	Equipment	Qty	Sun 8/31	Mon 9/1	Tue 9/2	Wed 9/3	Thu 9/4	Fri 9/5	Sat 9/6	Hrs Wk1	Per Diem
REGULAR	@SkiboDefault	Concrete	Vulcan 1 Air Pilin		.00	8.00	.00	.00	.00	.00	.00	8.00	
OVERTIME	295 Saugatuck A	Coating	ICE Universal She		.00	2.00	.00	.00	.00	.00	.00	2.00	100.00
					.00	10.00	.00	.00	.00	.00	.00	10.00	100.00

time-entry system in an automated fashion. So, as new jobs are added into the QB system they will automatically appear in the Time-Entry system without user intervention. This can be automated with others systems, as well, such as GreatPlains/Dynamics, Oracle, JDE, etc. whereby, a file is FTP'd/sFTP'd to the Skibo secure-servers that will automatically import into the Skibo web-hosted time-entry system.

- Will compute WorkMan's compensation with difficult calculations tied to unions that may be tied to cities/states the jobs are worked in.
- Prevailing wage rate calculations with complex calculations for automatic deductions, union dues, fringe benefits tied to specific unions based upon hours/days worked in a pay-period per job per union, etc.
- Tablets in the field can be used to directly enter data in to allow for submitting and approving time by others.
- Data from ClickSoftware or other systems can be imported into Skibo system for consolidation/calculation (s).

Refresh QuickBooks files to Link-Sync(QBFC13)

Refresh QB Tables(w SDK) Include Customers/Jobs

Close Connection Include Items Service Items
 Other Charge
 Non Inventory

Include Accounts

Include JobTypes

Include Estimates Last 365 Days

Include Journals

Include Vendors

Include Employees

Include Class

Exit

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Piece Rate, Prevailing Wage Rate w/ Invoicing & Invoice Integration:

- Piece entry solution that allows direct entry of the quantity of pieces produced or routes delivered by employees into the Link-Sync system .
- Allows the importing of time worked from time and labor then, compares & performs a prevailing wage rate calculation comparing pieces produced/routes delivered times a rate per piece and hours worked * an hourly rate. With the ability to pay the higher of the two.
- Automated assigning of employee pay-rates based upon employee, job, task, phase, Customer, etc.
- Ability to directly create invoices for cross billing of Customers for employees time and materials billing or pushing into systems such as QB/QBO invoice systems, etc.
- Ability to generate a payroll output EPIP file for uploading directly into ADP, Paychex, Paylocity, Paycor, PayCom, etc. payroll system (s).
- Salary allocation of a salary person's per pay-cycle pay amount to the jobs based upon hours worked percentage.
- State, City, County/Local withholding tax overrides by tying the job to the State, City, or County local code and overriding this variable when passing to payroll to allow for an employee to work on more than 1 job in more than 1 taxing jurisdiction and automatically override the variable when passing into payroll.
- Flagging jobs as billable or not billable and passing accordingly into the Invoice system.

Point of Sale (POS) integration with Payroll by creating a paydata/EPIP file from the data contained in:

- Aloha, Clubtec, Micros, Panasonic, Positouch, Pulse, Squirrel, and others including franchise systems such as Domino's Pizza, Golden Corral, KFC, McDonalds, Subway, Wendy's, & others.

Employee Master Record synchronization with uni or bi-directional feeds to or from 3rd Party HRIS, Accounting Systems, and HR/HRM products such as:

- HR systems— ADP-HRB, Paychex-HRO, Paylocity HRM, PeopleSoft, Oracle/JDE, SAP, BullHorn, others.
- Accounting Systems- American Contractor, Blackbaud, Intuit-QuickBooks/QB Online, GreatPlains, Oracle-JDE World/One World/PeopleSoft , Sage MAS90/200/500/ MasterBuilder/MIPS/Peachtree/Timberline, SAP Business Suite ERP/Business One, & others.



GreatPlains



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W-2 and other year end conversion and processing:

- Solution for one-time/recurring conversions of W-2 & 1099 data from 1 system to another.

QuickBooks Hosting-

- Allows your QB software to be hosted in the cloud. This eliminates your IT team from locally maintaining backups, upgrades, etc. The Skibo team backs up and restores your QB to our secure Remote Desktop RDP servers. This allows your team to access your QB software from anywhere on the web. We maintain your backups, upgrades, etc. This allows for other Skibo Link-Sync and QB automation such as automatic jobs and classes flowing from QB to Link-Sync and/or to/from ClickSoftware without any user intervention.

Custom Solutions:

- Provides hosted Solutions, manual/automated FTP/sFTP Solutions, Benefit Statements (monthly/quarterly/yearly), & « out-of-the-box » custom Solutions.

Skibo Corp Customers:

- **Southern Bank & Equipment/Financial Total Leasing-** "Southern Bank Equipment has been serving financial institutions for over 30 years. By partnering with such organizations as NCR, Honeywell & other quality, American Bank equipment manufacturers we are able to provide our customers with state of the art turnkey solutions."

<http://www.southernbankequipment.com>

- **The Norwalk Vault Company-** "Is a group of 3 innovative companies Doric Vault of Connecticut, Norwalk Wilbert Vault, and Kryptotek". <http://www.norwalkvault.com>

- **T&D Communications-** "We design, plan, deploy, and maintain the connections, equipment, and media necessary to place a phone call, send email, or view an image across our customers' diverse networks." <http://www.tanddcomm.com>

Testimonial- "Blaine & Skibo Corp are a responsive, professional partner. They can be trusted to do exactly what they commit to. It's always a pleasure to work with them." **Pete Dignam-Vice President of Operations, ADP TotalSource**

"I've worked with Blaine [& Skibo Corp] for over [10] years now on a few different projects. He has helped me earn new business by writing everything from simple integrations to very detailed bridges. He is one of the most responsive and detail oriented partners I have ever had the pleasure of working with.

I would recommend him in any situation!" **Matthew Duffy, ADP Major Accounts District Manager**

**Nominated for the Northeastern Minnesota
Mature Entrepreneur of the year award.**

Call us today at (888) 341-1545

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Customers:



Blaine Ballavance

Ballavance Consulting
Skibo, Corporation

Mature Entrepreneur

*Recognizing entrepreneurs who have dared to dream,
taken a risk, and made a difference.*

Blaine S. Hanken, Director
UMD Center for Economic Development

Kelli E. Remmen, Dean
UMD Laboratory School of Business and Economics



19th

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JOEL LABOVITZ
ENTREPRENEURIAL
SUCCESS AWARDS

April 20, 2011

Presented by
Northeastern Minnesota's
Small Business Development Center

UMD
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DEVELOPMENT