

# A Prevailing Wage Case Study

How IWEISS, a drapery and rigging solutions company, used Certified Payroll Reporting and Paycor® to save more than \$24K a year and nearly 1,200 hours on payroll.



**Annual Savings \$24,000**



**Annual Time Savings  
1,196 Hours**



**Maximize Efficiency**



Our president no longer has to spend one full day a week manually inputting information into payroll software for certified payroll reports. She simply hits a button and gets the report that contains the information required to submit to the New York City Department of Education contract she manages which involves thousands of schools. Time is our most valuable and nonrenewable resource. She can now use that time she is saving to work on getting new business, preparing bids, and marketing.



**Fran Melville**  
Controller at IWEISS

Why do contractors and construction companies working with prevailing wages like IWEISS choose Certified Payroll Reporting by Points North?

- A simple, user-friendly interface
- Federal, state, and municipal reporting
- Easy transfer from payroll provider
- Simple and stress-free certified weekly or biweekly payroll reports generated in minutes
- Elimination of duplicate data entry
- Comprehensive compliance statements, no work reports, and fringe benefit reporting
- A positive impact on their company's bottom line by saving time, money, and resources

## CLIENT



**IWEISS**

For close to 120 years, IWEISS has provided the finest quality drapery and rigging solutions available to the entertainment industry. Based in Fairview, NJ but serving clients nationwide, IWEISS is the only company with the ability to provide fabric, drapery, curtain tracks, manual rigging, and automated rigging all under one roof.

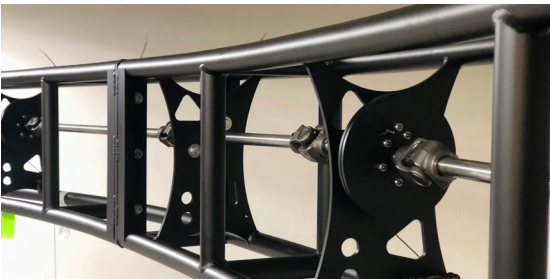
## CHALLENGE

IWEISS was looking for a job costing and certified payroll reporting solution for larger scale, projects subject to prevailing wages. Oftentimes multiple unions are involved with construction, or projects encompass entire school districts, requiring the company to submit certified payroll reports to the General Contractor with all the "Ts crossed and Is dotted."

- They had a group of regular installers who complete installations all over the United States. They need the ability to withhold taxes and remit them to the appropriate local taxing jurisdictions for these employees who work in multiple cities on multiple jobs within the same pay period.
- Their former payroll company's basic solution was not working for them anymore and their additional job costing add-on cost was too high.
- Many employees were turning in their time sheets late and would then think they were not getting paid for the right number of hours for different jobs
- Certified payroll reports calculating earnings per employee per job were being done manually, and it took three people (including the President of IWEISS) one full day a week to complete them which was incredibly inefficient
- American Institute of Architects (AIA) billing needs to be supported by certified payroll reports, and then go through a lengthy review process which delays payment
- Errors in manual certified payroll reports or lack of specific forms needed for documentation beyond the federal form (WH-347) can result in the General Contractor kicking the report back--causing even more significant delays in receiving payment

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## RESULTS DRIVEN SOLUTION

- ✓ IWEISS switched to Paycor for their new payroll solution which solved their statutory compliance issues and facilitated job costing.
- ✓ Paycor enabled them to reconcile and track where their employees were working and make it easier to research payroll discrepancies.
- ✓ Paycor recommended their integration with Certified Payroll Reporting® by Points North to seamlessly automate payroll and job costing with certified payroll reports.
- ✓ IWEISS has reduced the number of hours per week (from 24 down to 1). This freed up three key staff members who had been manually entering payroll and submitting certified payroll reports
- ✓ The company president now has more time to spend on business development
- ✓ An employee who used to spend a large amount of time on certified payroll reporting has now taken on an important new role managing logistics for the company
- ✓ As a result, IWEISS can get paid sooner and avoid payment delays due to inefficiencies
- ✓ With Certified Payroll Reporting by Points North, a click of a button generates the information required to submit various reports, increasing report accuracy, eliminating duplicate data entry, saving time, reducing risk, and avoiding penalties.

Get started today! Call 888-561-2072 or email [sales@points-north.com](mailto:sales@points-north.com)