

Battle Card: ADP® and allGeo



ADP Marketplace

Partner

WHO IS allGeo (by Abaqus)?

allGeo is Abaqus's enterprise-grade field service management platform to schedule, monitor and manage field employees and operations.

ADP AND allGeo

Abaqus's allGeo service syncs with ADP to enable advanced GPS-enabled mobile time clocking with geofencing, scheduling, dispatch, tracking, field data collection, event monitoring and reports.

Automate task and work order scheduling and dispatch	Eliminate paper-and-pencil task orders and provide digital service record chain and fast, ad-hoc task dispatching.
Automate time and attendance	Reduce employee app-use burden with automated shift tracking and geofencing, with manual logging options for time clocking and field notes/forms.

COMMERCIAL DETAILS

Countries	Global
Languages	English
Pricing model	Per employee per month (PEPM) as modified by custom features
Pricing range	\$5-10 / mobile user per month + \$10 / user one time setup fee
API tech used	We support Enterprise-grade capabilities such as OAuth 2.0/Open ID Connect for SSO; Industry-standard IdP services such as Google; 2FA; Web API for secure integration
Security tested?	Yes

TARGET CUSTOMER AND BUYER

- **Target customer verticals:** Homecare, facilities/janitorial, field sales, trades (HVAC/plumbing), security, construction, dispatch and delivery
- **Target buyer titles:** Director of operations, IT director, director of compliance & safety
- **ADP platform supported:** ADP Workforce Now®

QUALIFYING QUESTIONS TO ASK

CUSTOMERS

- How do you manage your employees out in the field?
- Would you like improved visibility and operations oversight to boost performance and respond quickly to new task requests?
- Do you have field data reporting, proof-of-service or compliance reporting needs for OSHA, EVV or internal business requirements?

WHY YOU SHOULD CARE

Provides competitive advantage via end-to-end suite of enterprise-grade, custom workforce management tools when basic time clocking is not enough.
Extends ADP coverage for custom or complex mobile workforce management needs by your customer.
Lets you provide one-stop solution to companies needing compliance, safety or mobile field data needs.

INTERNAL USE ONLY. DO NOT DISTRIBUTE

INTERNAL
ONLY

PROOF POINTS

- 10%-20% increase in productivity on average across allGeo's customers
- 5%-10% reduction in payroll and operations costs on average across allGeos's customers
- Save 30 min of paid productive time per employee per day (equivalent to adding new members to your team)

UNIQUE COMPETITIVE ADVANTAGE

- One-stop solution for your field service workflow: scheduling, dispatch, time tracking, field data collection, measurement, reporting and API connectors
- Enterprise-class security and features like single sign-on
- Cloud-based, with no premises software needed
- Can be deployed rapidly with turnkey apps
- Highly customizable platform to meet unique mobile workforce management needs
- Works with any smartphone and tablet
- Integrates with ADP and a range of back-office systems
- Multiple support options and live training

CONTACTS

- Sales: sales@abaq.us
- Support and customer success: support@abaq.us

RESOURCES

- ADP Marketplace listings (core solution and connector)



Gaining Access Email for Sales to Leverage



Subject line: Help boost employee productivity and cut costs!

Hi <insert name>,

Do you spend too much time trying to find out your team's status — where they are, what they're doing, and who's available to take on a new job?

I have a solution that's a great fit for <insert industry> companies like yours! allGeo, an integrated solution available on ADP Marketplace, can help you automate your workflow to better manage your operations, provide real-time employee status and collect critical business information.

Are you interested in learning more? Let's set up a quick meeting for us to discuss. You can reach me at xxxxx@adp.com or (xxx) xxx-xxxx.

Thank you,
DM Signature