

PAYCHEX PRICING - FAQ

Questions about the new pricing for SurePayroll's Reseller Program? We've got answers for you!

Why the change?

SurePayroll's Reseller Program has been incredibly successful and we know that with a few changes, we can make it even more so. As such, we're investing more in the program and offering additional benefits to the reseller, while also increasing the benefits you, as Paychex reps, can reap from the program. As such, the program has increased in value, and we've adjusted the pricing to reflect this.

What are the changes?

We're straying from the typical pricing breakdowns based on number of payroll clients and starting with a set base fee. However, there will be opportunities for discounting! See below for changes to the pricing:

Number of Payroll Clients (Monthly)	Old Pricing	New Pricing	
		Base Rate	Maximum Discounting %*
1-9	\$39.99	\$69.99	30%
10-24	\$35.99		40%
24-49	\$33.99		50%
50-99	\$29.99		55%
Monthly 100+	\$27.99		60%
EE	\$3.00 (over 2 employees)	\$4.00	

* Discounting applies to base fee and per employee fee

Will there be restrictions on discounting?

Currently, we are not limiting restrictions to discounting – as the sales rep, you have full ability to discount up to the maximum per/client amount.

How will credits work with the new pricing?

You will receive a half unit for every new customer the partner brings on, as well as receiving full revenue credit and commission paid at your current multiplier.

Will there be any pricing changes to with regards to W2s and RevShare?

Currently, there are no changes to the pricing of W2s and Revenue Share. They will remain priced as they were with the previous program.

- W-2 Base per client - \$45.00
 - Per W-2/1099 - \$4.50
- Optional Revenue Share: \$5.00

Is the lead process changing?

Still submit your leads to the Paychex Microsite at <https://www.surepayroll.com/paychex>.

Under "Additional Comments" include discounting information and any other important information to make the demo a success!

Are the current marketing materials updated to reflect this change?

Yes! You will find the new collateral at <https://www.surepayroll.com/paychex>.