



QuickBooks Online Payroll

Guide to QuickBooks Online Payroll
Transition for firms and current clients

Updated December 2019

What's Included

1. The new, QuickBooks Online Payroll lineup
2. Transition to the new lineup: experience for current subscribers
3. Pricing

QuickBooks Online Payroll

New Lineup



The new QuickBooks Payroll Lineup

QuickBooks Online Payroll is transitioning from a lineup of 2 products, Enhanced (self-service) and Full Service, to a lineup of 3 products.

The updated lineup will breakout into:

1. Enhanced → QuickBooks Online Payroll **Core**, a more robust version of Enhanced
2. Full Service → QuickBooks Online Payroll **Premium**, a more robust version of Full Service
3. **Elite (New!)** - a product intended for businesses seeking to outsource Setup/HR/Benefits and more

Note: we are releasing 2 enhanced products and 1 new product, so you and your clients can expect a seamless transition. The overall user interface and basic functionality will remain the same, but there will be exciting new features included.

New lineup feature overview

For detailed feature and terms information, see our [in-depth guide](#)

PRODUCT OPTIONS	INCLUDES CURRENT PRODUCT FEATURES, PLUS
CORE Currently QuickBooks Online Enhanced Payroll (self service)	<ul style="list-style-type: none">• Automated tax and forms• Auto Payroll• Health benefits for your team
PREMIUM Currently QuickBooks Online Full Service Payroll	Everything in Core, plus <ul style="list-style-type: none">• Premium time tracking by TSheets• Expert setup review• HR support center
ELITE - New!	Everything in Premium, plus <ul style="list-style-type: none">• Elite time tracking by TSheets• Elite onboarding done for you• Tax Penalty Free Guarantee• Personal HR Advisor

Transition to new lineup

Experience for current subscribers



A Seamless Transition

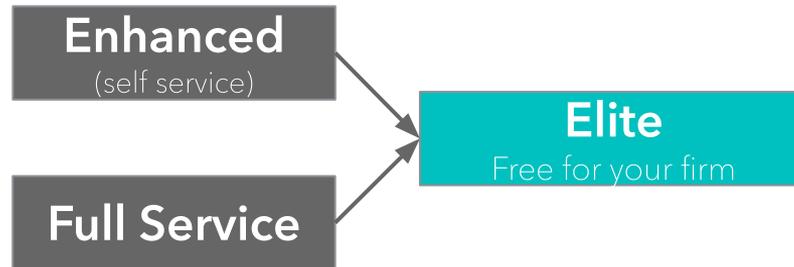
Rather than “moving” you and your client accounts to the new lineup, we will be releasing the new features into your existing accounts to make this transition as smooth as possible.

Upon logging in for the first time after the transition, you and your clients will experience:

1. No disruption to your business processes
2. No barriers to running payroll or filing/paying taxes
3. No data to transfer. All of your payroll history is just there

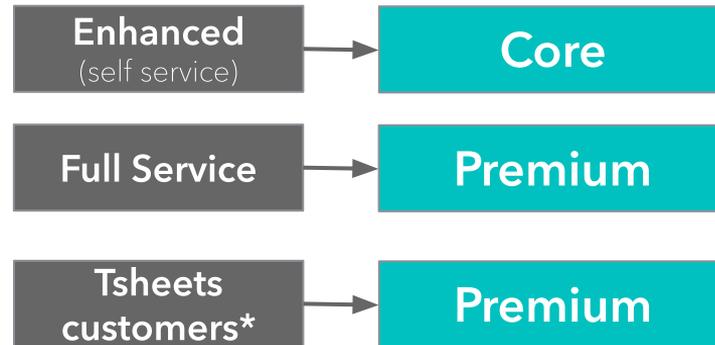
Transition Plan for Payroll in QuickBooks Online Accountant

- If you use or plan to use QuickBooks Online Payroll for your own firm through QuickBooks Online Accountant (QBOA), your account will transition to the new lineup on or after February 1, 2020. We'll be sending out more detailed information on timing in January
- All QBOA users will have access to QuickBooks Online Payroll Elite for their firms **free of charge**
- If your firm currently uses TSheets, your account will transition on or after May 1, 2020 as we continue work to make this integration as seamless as possible



Transition Plan for Your Clients

- Client accounts will transition to the new lineup on or after March 1, 2020. We'll be sending out more detailed information on timing in January to you and your clients
- Client accounts will transition to the more robust version of their existing product, per the map below to ensure the most seamless experience
- If a client currently uses TSheets, their account will transition on or after May 1, 2020 as we continue work to make this integration as smooth as possible



*Note: Clients currently on self-service payroll who also have a TSheets account will transition to Premium Payroll as Premium time-tracking by TSheets is included in this product and will offer the best value and experience

Pricing



Pricing and Offers for New QuickBooks Online Payroll subscribers

Core

Wholesale

\$22.50/mo + \$4/mo per employee
50% off for lifetime of subscription*

Client Bill - Accountant discount

~~\$45~~ \$31.50/mo + \$4/mo per employee
30% off for 6 months*

Premium

Wholesale

\$37.50/mo + \$8/mo per employee
50% off for lifetime of subscription*

Client Bill - Accountant discount

~~\$75~~ \$37.50/mo + \$8/mo per employee
50% off for 6 months*

Elite

Wholesale

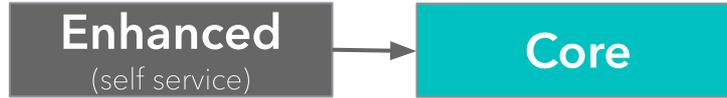
\$62.50/mo + \$10/mo per employee
50% off for lifetime of subscription*

Client Bill - Accountant discount

~~\$125~~ \$62.50/mo + \$10/mo per employee
50% off for 6 months*

*Discounts are off of current, in market, retail price point

Pricing/Offers for Existing QuickBooks Online Payroll subscribers: Enhanced → Core



Wholesale

50% off in market retail price for lifetime of subscription

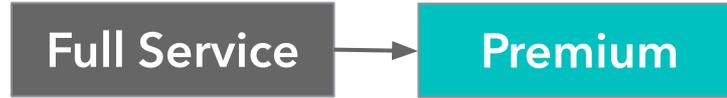
- **From:** \$17.50/mo + \$4/mo per employee for employees 1-10
 - \$2.50/mo per employee for employees 11+
- **To:** \$22.50/mo + \$4/mo per employee for employees 1-10
 - \$2.50/mo per employee for employees 11+

Client Bill

- **From:** \$35/mo + \$4/mo per employee for employees 1-10
 - \$2.50/mo per employee for employees 11+
- **To:** \$45/mo + \$4/mo per employee for employees 1-10
 - \$2.50/mo per employee for employees 11+

Price tier at 11th employee will be honored for existing customers for 12 months from the date of their transition to the new lineup. After 12 months, employee price will adjust to retail price. Applies to both Wholesale (will maintain 50% off base fee) and Client Bill.

Pricing/Offers for Existing QuickBooks Online Payroll subscribers: QBFSP → Premium



Wholesale

50% off in market retail price for lifetime of subscription

- **From:** \$40/mo + \$4/mo per employee for employees 1-10
 - \$2.50/mo per employee for employees 11+
- **To:** \$37.50/mo + \$8/mo per employee for employees 1-10
 - \$4/mo per employee for employees 11+

Client Bill

- **From:** \$80/mo + \$4/mo per employee for employees 1-10
 - \$2.50/mo per employee for employees 11+
- **To:** \$75/mo + \$8/mo per employee for employees 1-10
 - \$4/mo per employee for employees 11+

Price tier at 11th employee will be honored for existing customers for 12 months from the date of their transition to the new lineup. After 12 months, employee price will adjust to retail price. Applies to both Wholesale (will maintain 50% off base) and Client Bill.

FAQs

QUESTION	ANSWER
How will I or my clients know if the transition to new lineup is complete?	<ul style="list-style-type: none">• Upon logging in for the first time and clicking on the Workers tab, you or your client will see a welcome message letting you know that you are in your new product. You will also receive a confirmation email• You can click to learn more at that time, or continue with your business operations and choose to learn more later via the notification tray or right side column
When will my firm and my clients transition to the new lineup?	<ul style="list-style-type: none">• Your firm will transition on or after February 1, 2020• Clients will transition on or after March 1, 2020• We'll be following up with more detailed information on timing in January• Note: Any firm or client with an existing TSheets account will transition on or after May 1, 2020
Will I, or my clients, need to do anything to complete the transition to the new lineup?	<ul style="list-style-type: none">• No, you and your clients will not need to take an action to complete the transition• There will be some new features that require activation should you choose to use them, such as Auto Payroll
What if I, or my client, would like to select a different QBO Payroll product?	<ul style="list-style-type: none">• Once the transition has taken place, you and your clients will be able to select from any of three QuickBooks Online Payroll products in our new lineup. Changing products can be handled under settings
Will contractor pricing for direct deposit change?	<ul style="list-style-type: none">• Contractor payments via direct deposit will mirror employee pricing as it does today. For example, for Core, the contractor fee is \$4/month per contractor payment via direct deposit

What's Next?

Look out for additional communication in January with more detailed information on timing and experience

