

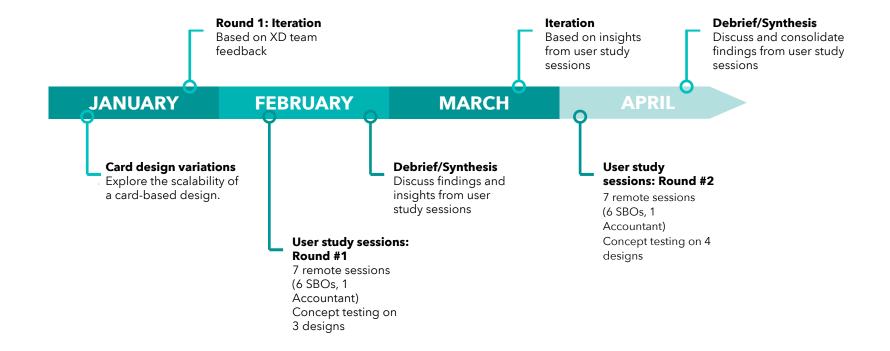
QBOP

Employees List & Overview Page Learnings

04/21/2020

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Project Timeline



Part 1: Employees List

Employees List

Employees				Run payroll 🗸 🗸
			Next pa	ayroll due Friday, 2020-05-01 Paycheque list
Find an employee Q	Active Employees V	Invite to	o Workforce	Add an employee) ැබු
NAME 🔺	PAY RATE	PAY METHOD	PAY SCHEDULE	STATUS
Bread, Ginger	\$35.00/hour	Cheque	Every Friday	Active
Charms, Lucky	\$25.00/hour	Cheque	Every Friday (delay)	Active
Graham, Teddy	\$50.00/hour	Cheque	Every Friday	Active
Monster, Cookie	\$120,000.00/year	Cheque	Every Friday	Active

Background:

Central team proposed a card-based design for the Employees List screen with a focus on the US market.

However, it is not compliant with the Canadian side and does not taking into account each employee's vacation accrual. We also want to consider the aspect of scalability of a card design with multiple columns.

US Employees list currently in-product

Employees List

Objective – Dig Deeper into Customer Problems

For the Employees List page, we want to explore implementations of a vacation accrual column and run user study sessions with SBOs and Accountants. We want to get feedback on different iterations of a card-based design in order to see how it fits for our Canadian customers.

As well, we would like to:

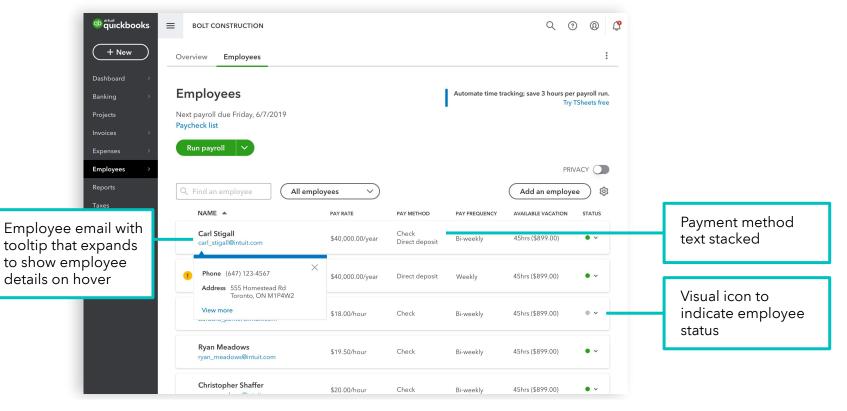
(1) Learn about the various cases of when a user may need to access the Employees List

(2) Identify the type of information for their employees users would prioritize

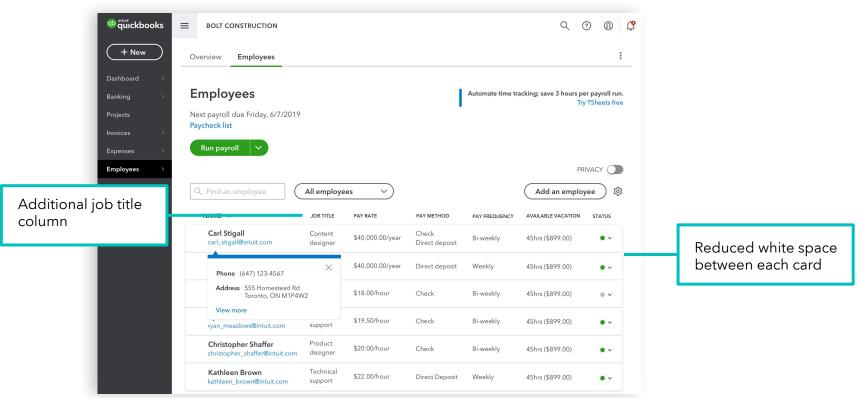
Round 1 iteration: Test A

					Q	? 8	¢	
+ New	Overview Employees					:		
Dashboard Banking Projects	 Employees Next payroll due Friday, 6/7/2019 	9		Automat	te time tracking; save 3 hou	rs per payroll run Try TSheets free		
Invoices Expenses Employees	Run payroll)	
Reports Taxes	Q Find an employee (NAME ▲	Active employees		PAY FREQUENCY	Add a	n employee)	Truncated text with
Apps	Carl Stigall	\$40,000.00/year	Check, Direct deposit Check, Direct	Bi-weekly	45hrs (\$899.00)	Active 🗸		tooltip on hover
	Stephanie Southerland	\$43,000.00/year	Direct deposit	Weekly	45hrs (\$899.00)	Active 🐱		Status state shown
	Barbara Parker	\$18.00/hour	Check	Bi-weekly	45hrs (\$899.00)	Active 👻 🗖		as the word "Active"/"Inactive"
	Ryan Meadows Christopher Shaffer	\$19.50/hour \$21.00/hour	Check, Direct	Bi-weekly Bi-weekly	45hrs (\$899.00) 45hrs (\$899.00)	Active ~		
	Christopher Sharter	φ∠1.00/nour	Check, Direct	ы-weekiy	4JHIS (\$077.00)	Active *		

Round 1 iteration: Test B



Round 1 iteration: Test C



Employees List: Participant Profile

Round 1 user sessions:

- Mainly SBOs, open to accountants
- 7 participants: 6 SBOs, 1 Accountant
- Uses QBOP and at least 3 pay types to pay their employees
- Have a mix of salaried and hourly employees
- Users have between 4-15 employees

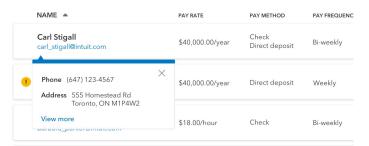
Employees List: Learnings



The type of information SBOs want to see is dependent on the size of their business.

Leveraging the employees' job title and contact number is not relevant to them because they know their employees well enough and/or store numbers on their phone.

Customization of columns will allow for personalization and flexibility for each business size.



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"I could care less about the job title because I know what everybody's job title is and I don't really need to see that."

– Ewan Mason

Employees List: Learnings



They want to be informed of how many hours they have tracked for each employee.

Especially when they may be paying a lot of money for very little sales, they want to know how their payroll costs look like in relation to their business growth.

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"I'm paying a lot of money for very little sales. I always like to know how much I put out. I know how much I'm bringing in, but I don't always know how much is going out the door."

– Daniel Nguyen, Brooklyn Paper Group



There is interest in seeing the expected paycheck and year-to-date for each employee.

Employees List: Learnings



There is value in showing the outstanding hours and dollar amount of employees' vacation.

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"I have a spreadsheet [to track available vacation], just because **it was more challenging to look at it quickly in QuickBooks and find it so I just decided I would just keep my own spreadsheet.**" – Kristen Robinson, Saugeen Shores Vision Therapy Centre

Part 2: Overview page

Overview Page

Learning Objective:

In the Employees section on QBOP, gain insights on a proposed Overview implementation in conjunction with the Employees List. We want to test the Overview page with various combinations of data and receive feedback from Canadian users. As well, to understand what types of data is most relevant and important to them from a payroll perspective.

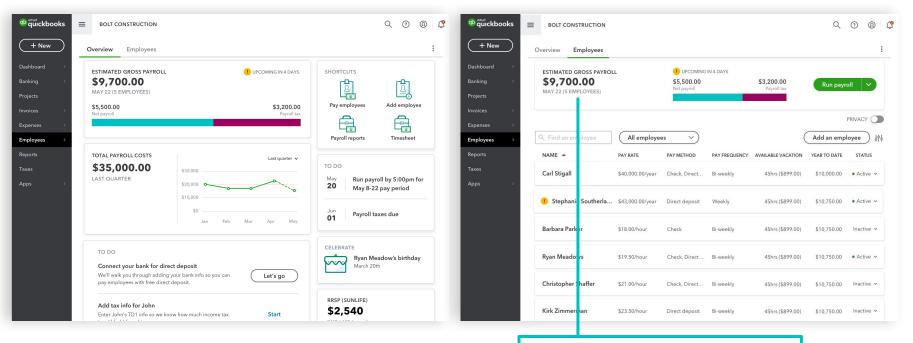
Round 2 User Sessions: Controlled

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+ New	Overview Employees	:	+ New	Overview Employees					:
Dashboard > Banking > Projects > Invoices > Expenses > Employees >	Action required Cross this task off your to do list before April 6 to run payroll on time. Were paycheck list Your account is on hold, contact us	SHORTCUTS Add employee Pay employees Add employee Payroll reports Timesheet	Dashboard > Banking > Projects . Invoices > Expenses > Employees >	Employees Automate time tracking; save 3 h Try TSheets free	ours per payroll run.			Next payroll due Fr Run p	Paycheck list
Reports Taxes	то до	SPOT THE DIFFERENCE	Reports Taxes	Q Find an employee	Active employees	~		Add ar	n employee
Apps >	Connect your bank for direct deposit We'll walk you through adding your bank info so you can pay employees with free direct deposit. Let's go	Employees vs. contractors They might look the	Apps >	NAME 🔺 Carl Stigall	\$40,000.00/year	PAY METHOD	PAY FREQUENCY Bi-weekly	AVAILABLE VACATION 45hrs (\$899.00)	STATUS 444
	Add tax info for John Enter John's TD1 info so we know how much income tax to withhold from his pay.	same, but there are important differences you need to know.		Stephanie Southerland	\$43,000.00/year	Direct deposit	Weekly	45hrs (\$899.00)	Active 🖌
	a minior nom na pay.			Barbara Parker	\$18.00/hour	Check	Bi-weekly	45hrs (\$899.00)	Active ¥
				Ryan Meadows	\$19.50/hour	Check, Direct	Bi-weekly	45hrs (\$899.00)	Active ~
				Christopher Shaffer	\$21.00/hour	Check, Direct	Bi-weekly	45hrs (\$899.00)	Active 🖌

Round 2 User Sessions: Version 1

shboard >	ESTIMATED GROSS PAYROLL		UPCOMING IN 4 DAYS	SHORTCUTS	_	Dashboard >					,		
nking >	\$9,700.00 MAY 22 (5 EMPLOYEES)					Banking → Projects	Q. Find an employee NAME ▲	All employe	PAY METHOD	PAY FREQUENCY	AVAILABLE VACATION	Add an emp	status
pices > penses >	\$5,500.00 Net payroll		\$3,200.00 Payroll tax	Pay employees	Add employee	Invoices > Expenses >	Carl Stigall	\$40,000.00/year	Check, Direct		45hrs (\$899.00)	\$10,000.00	• Active ~
ployees >			Run payroll 🗸	Payroll reports	Timesheet	Employees >	• Stephanie Southerla	\$43,000.00/year	Direct deposit	Weekly	45hrs (\$899.00)	\$10,750.00	• Active 👻
es os >	total payroll costs \$35,000.00	\$30,000	May 1-15 Gross payro Last qua 16,500.00 Net payroll	Run pay	roll by 5:00pm for 2 pay period	Taxes Apps >	Barbara Parker	\$18.00/hour	Check	Bi-weekly	45hrs (\$899.00)	\$10,750.00	Inactive 🗸
	LAST QUARTER	\$20,000	13,700.00	Jun Devre II 4	axes due		Ryan Meadows	\$19.50/hour	Check, Direct	Bi-weekly	45hrs (\$899.00)	\$10,750.00	• Active 👻
		\$0 Jan Feb	tar Apr May	01			Christopher Shaffer	\$21.00/hour	Check, Direct	Bi-weekly	45hrs (\$899.00)	\$10,750.00	Inactive 🗸
	то ро			CELEBRATE Ryan M March 20	eadow's b_thday tth		Kirk Zimmerman	\$23.50/hour	Direct deposit	Bi-weekly	45hrs (\$899.00)	\$10,750.00	Inactive 🗸
	Connect your bank for direct We'll walk you through adding yo	our bank info so you can	Let's go				Kirstie Wall	\$19.50/hour	Check	Weekly	45hrs (\$899.00)	\$10,750.00	• Active 👻
	pay employees with free direct d	eposit.		RRSP (SUNLIFE) \$2,540			Jordan Andrews	\$22.00/hour	Check, Direct	Weekly	45hrs (\$899.00)	\$10,750.00	• Active 👻

Round 2 User Sessions: Version 2a



Showing estimated gross payroll with Run Payroll CTA in Employees list

Round 2 User Sessions: Version 2b (Carousel)

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+ New	Overview Employees		:	+ New	Overview Employees		:		
Dashboard > Banking > Projects > Expenses > Employees > Reports	ESTIMATED GROSS PAYROLL 59,700.00 MAY 22 (5 EMPLOYEES) 55,500.00 Net payroll	UPCOMING IN 4 DAYS SHORTCUTS Store and a		Dashboard > Banking > Projects > Invoices > Expenses > Employees > Reports	total payroll costs \$35,000.00 LAST QUARTER	Last quarter V 530,000 520,000 510,000 50 Jan Feb Mar Apr May	SHORTCUTS Pay employees Pay employees Payroll reports Timesheet		
Taxes Apps >	TO DO Connect your bank for direct deposit We'll walk you through adding your bank in > so you can pay employees with free direct deposit. Add tax info for John Enter John's TD1 info so we know how mucl income tax	Let's go	n payroll by 5:00pm for y 8-22 pay period rroll taxes due	Taxes	TO DO Connect your bank for din We'll walk you through adding pay employees with free direc Add tax info for John Enter John's TD' info so we kr	g your bank info so you can Let's go t deposit.	May Run payroll by 5:00pm for May 8-22 pay period Jun Payroll taxes due		
	to withhold from his pay.	CELEBRATE			enter John's LD into so we kn to withhold from his pay.	now now much income tax Start	CELEBRATE Ryan Meadow's birthday March 20th RRSP (SUNLIFE) \$2,540		

Consolidating data graphs into a carousel

Overview Page: Participant Profile

Round 2 user sessions:

- 7 participants
- 6 SBOs, 1 Accountant
- Uses QBO Payroll (not Advanced Payroll users)
- Have a mix of salaried and hourly employees
- Users have a minimum of 3 employees
- They are the one who runs payroll



Participants would prioritize the Overview page and prefer to land on it every time over the Employees list.

They like the convenience of being able to quickly see payroll data about their business. They prefer to see Run Payroll CTA in the Overview page OR in both Overview and Employees list page.

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"It forces me to see stuff and **it's just an easier way for me to stay on top of things** so that's why I'd like it to land on this Overview page because the list of employees I've already got it all in my head."

- Karen Gatreau, Sound House Studios



Participants prefer to see different data graphs at a glance, rather than the consolidation of data into a carousel.

They want to be able to access data in fewer number of clicks.

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"I usually have too much to do and I don't always get to looking at the numbers and figures, which is why these charts and graphs are useful for me. I really should be doing this stuff on a monthly basis and I don't."

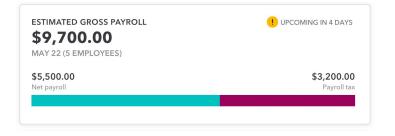
– Karen Gatreau, Sound House Studios

"... if [the total payroll cost] is visible, I feel that much more comfortable and it's one glance that it makes me understand my business."

- Ankush Biswas, Hillside Retirement



Accountants don't find estimations helpful, but SBOs like to see it in order to have a rough idea of how much they're spending.



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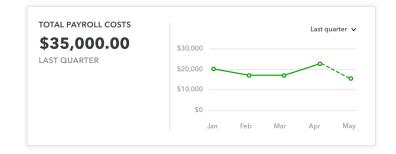
"It's just nice when I'm doing books in general and especially in cases like COVID, what were my payroll costs, how much do I have the next three months, how many expenses am I going to have and what's my income going to look like... **having it right there is quick and easy instead of having to run a report**."

- Kristen Robinson, Saugeen Shores Vision Therapy Centre



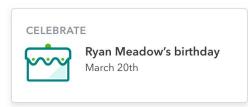
Participants mentioned that they prefer to see trends on a long-term basis.

They expressed interest in a comparison of month-by-month payroll costs or yearly trend rather than see it on a quarterly basis.





Birthday and work anniversary reminders are an added value so employers can show that they care about their employees.





Because payroll is a huge expense, useful tips and strategies are another added value to save money.

