



HUMAN RESOURCES
MANAGEMENT

PAYROLL
SERVICES

BENEFITS
ADMINISTRATION

Broker/Consultant Referral Partner Program:

Lead Registration Form

One of the first steps in developing a strong business relationship for Mangrove's Sales Reps is to have a clear understanding of where the Customer is with their current payroll or HRMS solution and where they expect to be in the future. An open line of communication regarding the Customer landscape begins with a discovery and moves into a much more detailed Needs Analysis, or even RFP (Request for Proposal) once it has been established that a solution can be offered. The right solution will address the goals of the organization while offering a maximum return on investment. Mangrove wants the best chance of success for these relationships, so qualifying information must be gathered upfront.

Company / Organization Name _____

Company / Organization Website _____

Contact Name _____ Title _____

Contact Phone _____ Contact Email _____

Looking for:

Payroll HRMS Recruitment Online Enrollment Self Service

Analytics/Reporting Time & Attendance (web punch or clocks? _____)

COBRA HIPAA FSA HRA/HSA LOA/Retiree
Premium Billing

of Employees _____ # of Locations _____ # of States _____

Payroll Frequency _____

Industry _____

System(s) Currently Used for HR _____

System(s) Currently Used for Payroll _____

Deployment:

SaaS License undecided/undetermined

Anticipated Project go-live Date _____

Decision Makers / Contact

Title / Department

Form Submitted by:

Date: _____