

CL TRUMBULL & COMPANY, LLC

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Christine Trumbull had been using the Thomson Reuters CS Professional Suite to process payroll for around 30 small business clients at CL Trumbull & Company, a small accounting firm in Elkton, Maryland. That changed in 2010 when she decided to refocus her business and reduce staff size.

"I realized that I didn't have the resources to process in-house, but I didn't want to give up established relationships with satisfied clients," she said. "And I didn't feel comfortable handing my clients off to one of the big service bureaus."

So she contacted myPay Solutions. They were able to convert her payroll clients to their system within one pay cycle. Trumbull was able to keep offering the same level of service to clients, maintain the steady cash flow that comes with comprehensive payroll services, and maintain the relationships she had built with her clients.

"myPay Solutions support is the best support I've ever seen anywhere, and the conversion went about as smoothly as any payroll conversion could go," she said. "myPay Solutions feels more like a back-office partner than a separate service bureau. They let me maintain my relationship with my clients, but they're always there when we need them."

Trumbull's clients were pleased as well. *"The same person processes my clients' payrolls every pay cycle," she said. "Everyone knows each other by name, not by number, and we know who to call if an issue comes up."*

myPay Solutions integrates seamlessly with the CS Professional Suite, enabling Trumbull to keep processes consistent across all clients, whether they choose to process their own payroll or have Trumbull handle it through myPay Solutions.

"Whether a client does their own payroll or has me do it through myPay Solutions, it all integrates with the rest of my software. So all the information is where I need it, when I need it, and reporting stays consistent. My clients' employees can even enter their own time and W-2 information online. It's easier for them, easier for my clients, and easier for me. We can all spend less time on the logistics of the payroll process and more time doing what we do best."

MYPAY SOLUTIONS



CL TRUMBULL & COMPANY

Christine Trumbull, CPA
Owner

