

## SUCCESS STORY

# Melbourne Market saves 4 days with every pay run

Access's deep understanding  
of Australian workplace laws  
ensures compliance



Established in 1978, Melbourne Market is Victoria's wholesale fruit, vegetable, and cut-flower trading centre. Run by a team of 23 staff, the company operates a purpose-built facility on a 70-hectare site in the Melbourne suburb of Epping. Over 5,000 businesses use Melbourne Market as a base to buy and sell fresh produce, while more than 1,800 individual fruit and vegetable buyers source their produce direct from the Market.

**Key outcomes:**

- Cut down payroll processing time from five days to half a day
- Saved time with seamless STP and SuperStream compliance
- Integrated payroll function into Salesforce cloud
- Eliminated manual processes and simplified payroll reporting
- Gained enhanced visibility of payroll data with intuitive dashboards

Company

**Melbourne Market**

Location

**Australia**

Industry

**Retail**

Solution

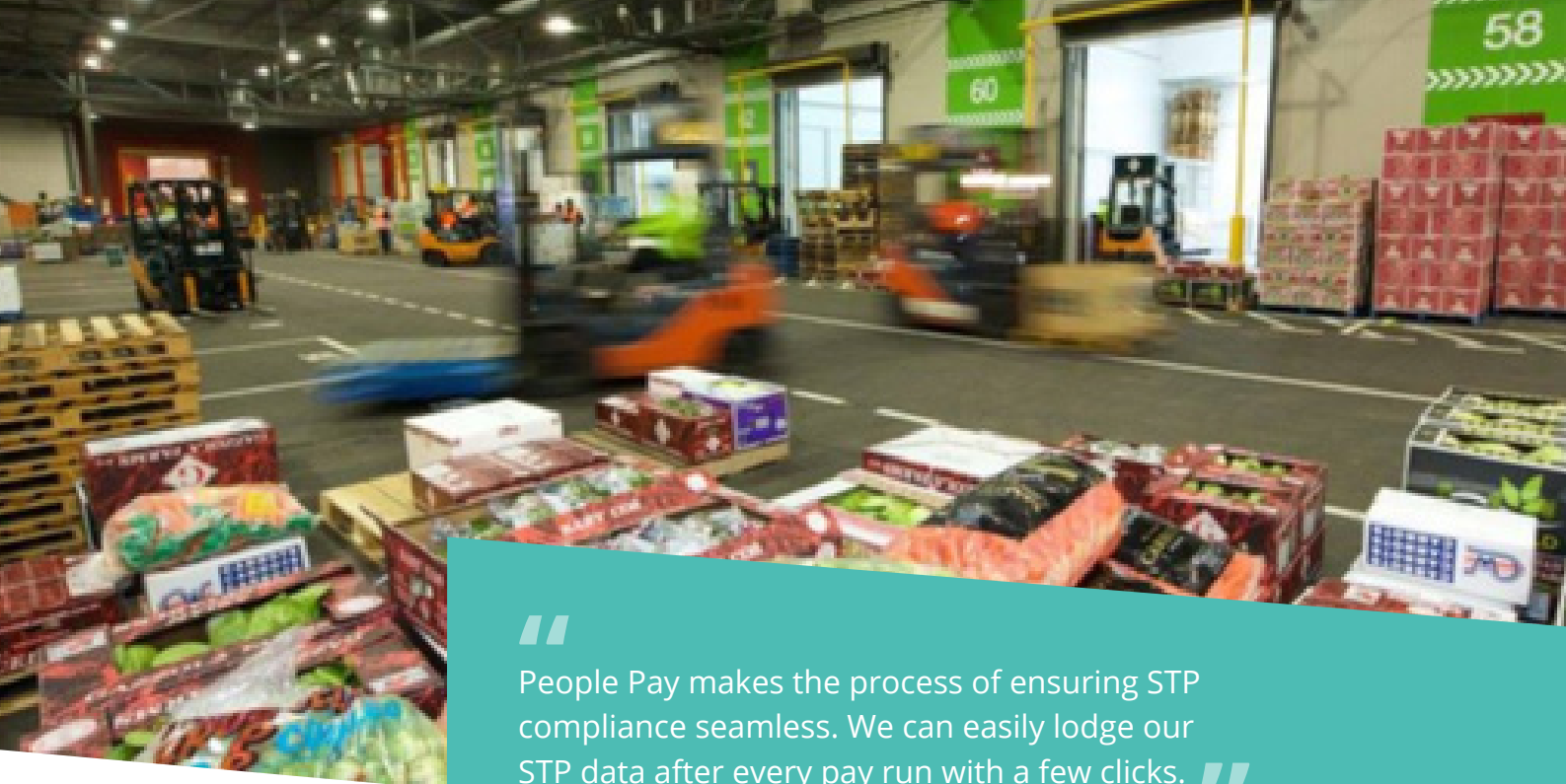
**People Pay**

For more info, visit:

**[theaccessgroup.com/en-au](https://theaccessgroup.com/en-au)**

With our previous system, our payroll processing took a week. Now with People Pay, it takes half a day. ”

Harry Battal, Chief Financial Officer, Melbourne Market



“

People Pay makes the process of ensuring STP compliance seamless. We can easily lodge our STP data after every pay run with a few clicks. ”

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### **Taking the next step on Melbourne Market's Salesforce journey**

For the last few years, Melbourne Market has been on a journey to integrate all its business functions onto a digital Salesforce platform. As the next step on this journey, the company was looking for a native Salesforce solution to integrate its payroll function and improve the efficiency of payroll processing.

“Integrating our payroll function into Salesforce was a critical piece in achieving a fully-integrated platform,” said Melbourne Market Chief Financial Officer, Harry Battal.

“We needed a payroll solution that was native to Salesforce and could help us analyse our payroll data using the dashboards and features available under the Salesforce umbrella.”

“We also needed a solution that could help us eliminate the significant amount of manual work our team was performing.”

### **Enhancing payroll in the Salesforce cloud with People Pay**

To take this next step on its Salesforce journey, Melbourne Market chose to implement People Pay.

Built on the Salesforce platform, People Pay is a cloud-native solution backed by People Pay's 25 years of experience catering to Australia's demanding payroll compliance environment.

The solution helps businesses automate compliance with Single Touch Payroll, SuperStream and Fair Work's Annual Salary Agreement obligations, while providing intuitive employee self-service portals that help eliminate manual processes.

Mr Battal said that People Pay's reputation as a leader in the Australian payroll technology market was a key factor in choosing People Pay.

“We chose People Pay because we needed an Australian vendor that understands Australian workplace laws, particularly those around long-service leave and annual leave loading,” he said.

### **Saving significant time by eliminating manual processes**

“With our previous system, our payroll processing took a week. Now with People Pay, it takes half a day,” said Mr Battal.

“We no longer need to manually upload and check leave entries. People Pay allows us to export leave entries quickly and the solution automatically compares leave data to ensure it's correct.”

“People Pay also allows us to run a variety of leave reports that we couldn't with our previous solution. And it's made performing weekly expense approvals quick and easy.”



Integrating People Pay into our Salesforce platform has enabled us to more efficiently perform our cloud reporting and review our cost centres. //

Harry Battal, Chief Financial Officer, Melbourne Market

#### **Streamlining Single Touch Payroll (STP) and SuperStream compliance**

"People Pay makes the process of ensuring STP compliance seamless. We can easily lodge our STP data after every pay run with a few clicks."

"SuperStream compliance is now much simpler and less time consuming. People Pay allows us to easily export data into our SuperStream reports, which previously required us to perform significant manual entry."

#### **Achieving enhanced integration of payroll and accounting through Salesforce**

"Integrating People Pay into our Salesforce platform has enabled us to more efficiently perform our cloud reporting and review our cost centres. We can now easily generate reports for actuals compared to budgets and forecasts."

"Because People Pay is built on Salesforce, it can also help simplify accounting processes related to payroll."

"While we haven't utilised this integration yet, I can see how many businesses can utilise the integration between People Pay and accounting solutions like Financial Force, through the Salesforce cloud."

"This integration can allow them to seamlessly process journals and avoid having to review them manually, because all journals are already in People Pay. They can be transferred to their accounting solution with a few clicks."

"This would eliminate a significant amount of manual data entry and help ensure all journals are accurate."

#### **Enhancing visibility of payroll data**

"People Pay provides some wonderful dashboards that help our team to quickly and easily view our payroll data."

"It has helped simplify the process of retrieving FTE (Full-Time Equivalent) numbers. I can easily extract FTE numbers based on age and gender from People Pay. We no longer have to export the numbers into a spreadsheet and manipulate them."

#### **A simple to use solution backed by dedicated support**

"The support we received from People Pay during the implementation and since then has been great."

"People Pay really understands the way our company works and its support team are always very quick to get back to us."

"People Pay is a very easy to use solution that I would recommend to any business."