

# Payline® Case Study

## MJC Partners Pty Ltd



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Matt Salmon,  
Senior Partner

### Background

MJC Partners originated in 1980 as a two partner practice with one employee. Under the guidance of Bryan James and John McGillivray the practice has blossomed into one of the largest accountancy practices in Melbourne’s south eastern suburbs with five partners and a team of 25 professional accountants and support staff. In 1998 BRW rated the firm in the top 100 of Australian accounting firms. This feat was not only accomplished again in 2004 but in every subsequent year thereafter.

### Issue

Early in 2007, MJC Partners realised that they needed to reconsider how they handled payroll administration. “A number of challenges had come up with our internal payroll processing,” said senior partner Matt Salmon. “First and most important was our desire to protect our firm’s reputation and the privacy of our employees.

### Result

“I was quite surprised at how cost effective Payline was to set up,” said Matt. “I think one of the common misconceptions that exist about payroll outsourcing is that it is cost prohibitive to implement, and that simply wasn’t the case.”

Outsourcing their payroll allowed their former payroll administrator to focus on generating revenue for the business. “Processing payroll doesn’t generate money for our firm,” says Matt. “Our former payroll administrator now bills our clients for her work and expertise in taxation. The extra revenue she creates for our firm has made outsourcing our payroll even more worthwhile.”

MJC Partners no longer worry about a payroll administrator falling ill or being away. They simply submit their hours online to ADP using the web timesheet module and their payroll is processed on time, every time.

“Outsourcing was a great decision for us, and I think other businesses would be surprised to learn how cost effective it is. It allows you to focus your energy on generating revenue, not on administration.”

## About ADP

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