

Intuit Launches Product to Help Companies Optimize On-Demand Workforces

Intuit Workforce Focuses on Finding, Engaging and Scaling On-Demand Talent

MOUNTAIN VIEW, Calif.--(BUSINESS WIRE)-- Intuit Inc. (Nasdaq: INTU) launched [Intuit Workforce](#), a new product that helps companies like [Luxe](#), [Deliv](#) and [OrderUp](#) streamline working with on-demand talent. The new product is the result of Intuit's acquisition of [Playbook HR](#) in March 2015. It complements QuickBooks Self-Employed, which helps on-demand workers, freelancers and independent contractors manage their finances and tax requirements.

A [forecast](#) released last month showed that an estimated 7.6 million Americans will be working regularly as providers in the on-demand economy by 2020, more than doubling the current total of 3.2 million.

"The rapid growth of the on-demand economy is reshaping the U.S. labor market, with on-demand workers expected to grow to 11 percent of the nation's 66 million U.S. independent contractors," said Alex Chriss, vice president and general manager of Self-Employed Solutions at Intuit. "This massive growth brings new complexity in worker management, payments and tax distribution. QuickBooks Self-Employed and our new Intuit Workforce work together to make it easier for both workers and companies to collaborate, share data and efficiently meet their respective compliance requirements."

A Comprehensive Solution for Optimizing On-Demand Workforces

Intuit Workforce is a free product that provides companies with everything they need to manage their relationships with on-demand workers from start to finish. Intuit Workforce helps companies do the following:

- **Find and engage talent:** Through the Intuit Workforce API, companies can seamlessly accept, update and export data. Companies can then communicate with the best talent through email and text message, schedule new workers and review necessary documents.
- **Comply with industry standards:** Intuit Workforce makes it easy for companies to integrate with industry-standard tools to run in-depth, compliant background checks, send fast, secure and legally binding e-signatures, and create custom tests and training courses for prospective and current workers.
- **Spend resources effectively:** Intuit Workforce enables companies to automate repetitive tasks, such as sending invitations to workers and moving forward with those who meet their select criteria. Using Intuit Workforce analytics, companies can check pipeline health, identify bottlenecks and compare leads, freeing up time to invest in

data-driven improvements to worker outreach.

There are almost 200,000 prospective on-demand workers on the Intuit Workforce platform. Since acquiring Playbook HR, Intuit has also added 70 companies, including [Luxe](#), [Deliv](#), [OrderUp](#), [Washio](#), [Favor Delivery](#), [Eden](#) and [Saucey](#).

Intuit Workforce partners with a range of companies to deliver an end-to-end experience, including [Checkr](#) and [Onfido](#) (background checks), [Twilio](#) (text messages and phone calls), [HelloSign](#) (electronic signatures) and [Lesson.ly](#) (custom trackable lessons).

“Intuit Workforce has helped us streamline the process of qualifying delivery specialists,” said Daphne Carmeli CEO of Deliv, a same-day delivery service. “It is a reliable, flexible, secure system that we can trust.”

“Intuit Workforce has fundamentally changed the way we run operations here at Luxe,” said Curtis Lee, CEO of on-demand valet parking company Luxe. “Intuit Workforce is our solution of choice that can keep up with Luxe’s rapid growth plans and increase operating efficiency as well as provide us with the analytics to right-size recruiting and worker composition. We’ve now expanded to eight cities, thanks in part to the incredible team at Workforce.”

QuickBooks Self-Employed

Intuit’s QuickBooks Self-Employed product helps on-demand workers to manage business and personal finances, handle taxes throughout the year and meet compliance requirements. Intuit offers the product directly to on-demand entrepreneurs through partnerships with many of the leading on-demand economy marketplaces.

About Intuit Inc.

[Intuit Inc.](#) creates business and financial management solutions that simplify the business of life for small businesses, consumers and accounting professionals.

Its flagship products and services include [QuickBooks®](#), [TurboTax®](#), and [Mint.com](#), which make it easier to manage [small businesses](#) and [payroll processing; tax preparation and filing](#); and personal finance. [ProSeries®](#) and [Lacerte®](#) are Intuit’s leading tax-preparation offerings for professional accountants.

Founded in 1983, Intuit had revenue of \$4.2 billion in its fiscal year 2015, with approximately 7,700 employees in major offices in the [United States](#), [Canada](#), the [United Kingdom](#), [India](#) and other locations. More information can be found at www.intuit.com.

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