EmploymentGroup: "Good People" Work Even Better With Sage 500 ERP

"Good people" make the difference at EmploymentGroup (EG). Focusing primarily on light industrial and clerical staffing, EG provides contract-to-hire, direct placement, and contract labor placements options. The company works with leading businesses to help them meet professional, technical, clerical, and industrial staffing needs and is ranked as one of the top ten employers in many Southwestern Michigan markets.

But even the best people can't compensate for an outdated business system, as EG discovered. Its legacy software had been heavily customized, making upgrades next to impossible. It was becoming unstable and unreliable. Files could not be attached to documents, and financial statements could not be produced in a timely fashion. The final straw came when the manufacturer was sold to another larger firm and began charging exorbitant amounts for maintenance.

Intercompany Intricacies

"Our goal was to find a new enterprise resource solution that would help move us towards a paperless office," says Christy Quick, accounting manager. "At the same time, we needed software that could handle the complexities of intercompany transactions, which were all being done manually. We asked for recommendations from industry colleagues and solicited quotes from several business management software firms. Sage 500 ERP* was by far the best fit."

Sage 500 ERP is a reliable, robust, and integrated set of business applications that provide comprehensive functionality for midsized companies. It is flexible, scalable, and full-featured, delivering a total business management solution to automate key business processes.

Today, EmploymentGroup relies on Sage 500 ERP to automate its general ledger, accounts payable, and cash management functions. The software manages transactions between EG and EmploymentGroup Holdings, its parent company, which is responsible for the firm's administrative expenses. As Quick says, "The intercompany function in Sage 500 ERP makes transactions seamless, so we don't even think about what's going on."

Quick Runs Faster Financials

The software generates financial statements every month and posts accounts payable transactions. "Our executives are pleased because they are getting financials sooner," Quick adds. "The move to Sage 500 ERP has enabled me to take several days off this month-end process."

*Sage 500 ERP was named Sage ERP MAS 500 when EmploymentGroup initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
EmploymentGroup

Industry
Staffing services

Location
Battle Creek, Michigan

Number of Locations
Eight

Number of Employees
75

System
Sage 500 ERP
- Accounts Payable
- Cash Management
- General Ledger
- Financial Reporting

Challenge
Legacy software was heavily customized, and could not be upgraded; system was becoming unstable; did not support paperless work environment.

Solution
Sage 500 ERP with financial modules, automating intercompany transactions and contributing to reduction in paperwork.

Results
Financial reports that used to require two days of work are now run in a matter of minutes; 1099s can be produced one day faster than before.

Senior management has noticed the improvement. "Our executives are really happy with us now because they're getting financials on time. Before, when they asked me for numbers, I'd always say I was still running the report. But since getting Sage 500 ERP, we've gotten our financials on time every single month."

Electronic Archives

Now that EG is using a high-speed scanner, it is making progress towards a paperless office environment. "With paper files, people were always storing documents in the wrong place. Finding things in the archives were always a 'fun' task," Quick notes with a hint of sarcasm. "Doing away with paper filing will eliminate all that, and save us a great deal of time. It's our next big step in total process improvement."

Efficient Reporting

Generating 1099s was a major headache before implementing the new software, as EG had to input data manually. "This year we produced 1099s with Sage 500 ERP, and the task took only a third of the time we previously experienced," says Quick.

EG creates balance sheets and income sheets with Sage 500 ERP, as well as custom reports. "We have many different reporting trees and need to run versions of reports for various managers and offices," Quick explains. "Sage 500 ERP makes this easy."

Solo Implementation

With the help of its IT department, EG was able to implement Sage 500 ERP almost completely on its own. "Our Sage business partner came out for several days and showed us the basics," Quick says. "Then I set up the accounts by myself because I wanted to learn the program inside and out. I was able to set up both companies successfully, including all the modules."

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>
> Christy Quick
> Accounting Manager
> EmploymentGroup

"With help from its reseller, EG also performed the conversion of a year's worth of accounting data, plus 700 vendors, after asking a few questions from our business partner," she continues. "The fact that we could do so much without an outside consultant really shows how easy and intuitive the software is for users."

Preferred Partner

EG's Sage business partner was one of the main reasons Quick selected Sage 500 ERP. "Other consultants were pushy and difficult to negotiate with," she explains. "Our business partner, on the other hand, met our needs up front without playing hardball. We certainly appreciated their approach and found it easy to build a true relationship of trust with them."

How does Quick feel about the decision to switch to Sage? "Now that we've moved to Sage 500 ERP, I wish that we'd been on it for years."

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: http://www.facebook.com/SageNorthAmerica and Twitter at: http://twitter.com/#!/sagenamerica.

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