Staffing Company Eliminates Double Entry and Expedites Invoicing Using Microsoft Dynamics® GP and Integration

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Christine Huebert
Controller, PrideStaff

PRIDESTAFF®

Customer:
PrideStaff

Web Site:
www.pridestaff.com

Location:
Fresno, California

Industry:
Staffing

Customer Profile:
PrideStaff, a 25-year-old privately held California company, is a staffing organization, with 36 offices and plans to expand to 250 offices over the next decade.

Highlights:
- Integrated system eliminates tedious double entry.
- Expedites invoicing and slashes payment time.
- Empowers local offices with advanced reporting.

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The Challenge:

PrideStaff, a 25-year-old privately held California company, is one of the nation's fastest-growing temporary staffing organizations. PrideStaff struggled with an outdated front-office staffing system that did not integrate well with its Microsoft Dynamics GP back-office accounting system. This made it difficult for PrideStaff's accounting staff to process the approximately 1,000 invoices and the 1,500 to 1,800 checks that the company issues each week.

The Solution:

PrideStaff implemented a new front-office software for the staffing industry and chose to work with Connecticut-based CAL Business Solutions to update and support its existing Microsoft Dynamics GP system and connect it to the new staffing system. CAL Business Solutions created a flexible integration tool that provides seamless data sharing between their staffing system and Microsoft Dynamics GP. CAL was able to customize both applications to meet PrideStaff's unique business needs and requirements.

The Benefits:

"Empowering Local Branches Saves 1,000 Hours Per Month"

Information flows freely between the staffing system and Microsoft Dynamics GP to eliminate the time-consuming task of manually double entering payroll and invoice data. Local offices enter timecard data—such as bill rates, pay rates and reimbursements—into the staffing system. Then the home office in Fresno generates and issues payroll checks and invoices from Microsoft Dynamics GP. Before this integration, PrideStaff Controller Christine Huebert estimated that her accounting staff would spend an additional six to eight hours a week inputting data for each of PrideStaff's 36 offices. That is a savings of approximately 1,000 hours per month. PrideStaff can now complete weekly payroll processing in just 1½ days. Plus, the new system allows local offices to run reports that show key metrics for the office, including total hours worked that week and gross margins.

CAL
Business Solutions Provider...
moving you forward.

Microsoft® Partner
Silver Enterprise Resource Planning

"Plans to Reduce Payment Time by 85% with E-Invoicing"

PrideStaff was previously limited to issuing paper invoices. Using Microsoft Dynamics GP Sales Order Processing, PrideStaff now has the ability to send invoices electronically, which helped the firm attract a big new client with this requirement. PrideStaff expects it will be able to reduce payment times from 45 days to 7 to 14 days.

"No Longer Stuck On Old Technology"

Due to the previous staffing software's slow pace of development, PrideStaff was forced to use older versions of Microsoft Dynamics GP. "It was always very frustrating to hear about all the great things the latest version of Microsoft Dynamics GP could do and knowing we couldn't take advantage of it because of the staffing system we were using," said Christine Huebert.

PrideStaff is now able to run the latest version of Microsoft Dynamics GP. "What really excites me about this project is being able to be on the latest version of Microsoft Dynamics GP; it's just a great product," Christine said. "There's so much integration and flexibility in the system. It's not complex to process an invoice or generate payroll. All screens have a common look and feel, so it's very user friendly, easy to understand and easy to learn, which are all important to us."

"Strong Partnerships are Key to Success"

The close partnership between CAL and industry leading staffing front office systems makes an integrated, industry-leading solution possible.

PrideStaff has been impressed with its Microsoft partner's knowledgeable and high-quality service. "I learned more about Microsoft Dynamics GP from working with CAL in the first eight months than I did in the last seven years," Christine says. "Everyone at CAL is amazing and they have really become part of our family."

After struggling with outdated, disconnected systems, the decision to implement Microsoft Dynamics GP has proved to be an overwhelming success for PrideStaff. Local offices have the technology to run more efficiently, and the home office can now focus on productivity as the company continues to grow.

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I was originally concerned that the CAL office was located so far from us, but using online tools, it has never been an impediment. The staff at CAL has been fabulous to work with.

Christine Huebert
Controller, PrideStaff