



CUSTOMER SUCCESS STORY

CUSTOMER

All Points Logistics, Inc.

INDUSTRY

Management consulting

LOCATION

Gainesville, Georgia

Number of Locations

Three

Number of Employees

115

SYSTEM

Sage TimeSheet

Other Sage Software Products in Operation:

- Sage MAS 500
- Abra HR
- Abra Payroll
- Abra Recruiting Solution
- Abra Train

Sage TimeSheet Trims Costs for All Points Logistics

Financial services staff at NASA’s Kennedy Space Center and network engineers at the Department of Defense all appear to be government employees. But they’re actually on the payroll of All Points Logistics, working on contracts with various federal agencies.

All Points Logistics initially provided high-tech logistics services for the transportation industry. In 2000, the company expanded its service work to include government contracting. Today All Points offers computer hardware, software and data services, electronics, telecommunications, construction and project management, and management consulting expertise.

Sage Software to the Rescue

Until 2003, All Points did its accounting with a manual timesheet system and QuickBooks. Every pay period Robyn Smith, human resources and payroll manager, spent hours transferring data from faxed timesheets to spreadsheets, which were then delivered to an external payroll service. “The system was very time-consuming, costly, and error-



prone,” Smith says. “We also had no in-house reporting capabilities, and could not easily answer employees’ questions about their paychecks.”

All Points searched for a fully-integrated system that would be accessible to all employees, even those on far-flung assignments, and be robust enough to accommodate future growth. It implemented Sage MAS 500 ERP as its business system, then added Sage TimeSheet 500 for time tracking and Abra HRMS for human resources and payroll functions—all products from Sage Software.

CHALLENGE

Outsourced payroll services required that timesheet submittals be faxed and then entered onto a spreadsheet, precluding speedy or detailed internal reporting.

SOLUTION

Sage TimeSheet for time tracking, Sage MAS 500 for end-to-end business system automation, and Abra HRMS for human resources and payroll management.

RESULTS

Sage TimeSheet and Abra HRMS, saving six hours each pay period in data entry by eliminating paper timesheets and payroll outsourcing; software paid for itself in 15 months.



Your business in mind.

"Sage TimeSheet is saving me at least six hours every pay period, because I no longer have to prepare spreadsheets from manual submissions. Working in tandem with Abra Payroll, it's also saving us the money previously spent on a payroll service."

—Robyn Smith
Human Resources / Payroll Manager
All Points Logistics, Inc.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



Sage TimeSheet for Tracking

Using Sage TimeSheet, the company is now able to record employees' hours according to task item, project, and profit center. Employees enter data by going to either an Internet or intranet site and completing an electronic timeslip. Sage TimeSheet allows them to separate hours worked for multiple clients and by task performed.

"Sage TimeSheet is saving me at least six hours every pay period, because I no longer have to prepare spreadsheets from manual submissions," says Smith. "Working in tandem with Abra Payroll, it's also saving us the money previously spent on a payroll service. Overall, our new software easily paid for itself in 15 months."

Seamless Integration With Abra HRMS

Employee information flows automatically from Sage TimeSheet to Abra Payroll, resulting in new levels of payment accuracy. "Before getting our new software, we often had mistakes on commission and paycheck amounts, which understandably made employees very upset," says Smith. "We even had an employee who didn't get paid at all. But in almost a year of using Sage TimeSheet and Abra Payroll, we haven't had a single payroll mistake that was not due to employee input error, such as an employee forgetting to enter their time."

All Points managers also like the added level of control provided by the new software. "Supervisors make sure that employee hours are entered correctly," Smith notes. "Then I run a report, knowing in advance how many hours should be there. This means I can catch any mistakes early in the process, before we cut checks."

Instead of requesting tallies from an external payroll provider, Smith can now run any report she wants using the new software. "We have to do many sophisticated reports

for governmental clients on things like Equal Employment Opportunity statistics and veteran status," she says. "Being resellers for IBM, Microsoft, and CISCO, we must also monitor employee certification to make sure our people are current. I can run reports on things like these at the touch of a button with Abra Recruiting Solution and Abra Train."

Would Robyn Smith consider going back to the days before Sage TimeSheet, Abra HRMS, and Sage MAS 500? She laughs. "I would if I had to. But I definitely would not be very happy about it."