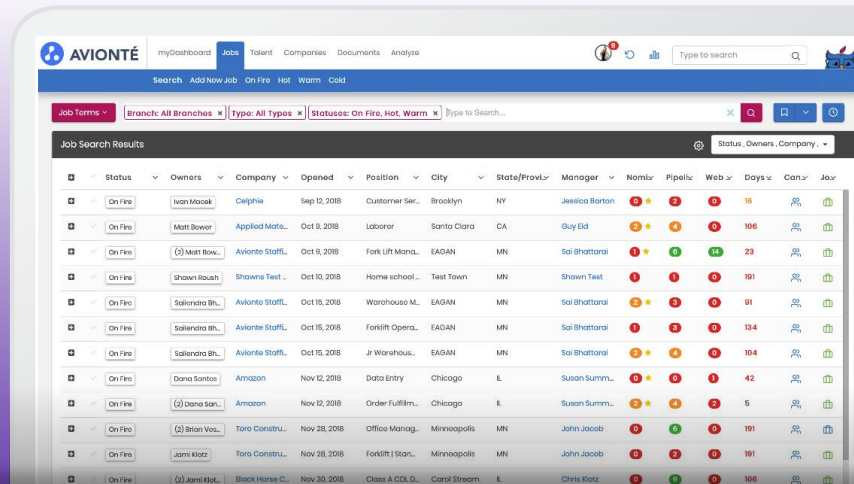


Case Study: Staffing Firm Streamlines Processes and Positions the Company for Growth With Avionté



The Challenge:

Recruiters Spend at Least 50 Hours per Week on Data Entry

Integrity was rapidly growing and their system was unable to scale with their business. Integrity was buried in paper-based, time-consuming manual processes that limited critical employees' ability to focus on strategic tasks.

- Everything from checks and invoices to W-2s had to be manually printed, stuffed and mailed.
- The system was lacking integration capabilities, causing manual data entry from one system into another.
- Reporting was all manual, requiring administrators to create and generate cumbersome Excel spreadsheets.
- Integrity was self-hosting their legacy system, which meant that every maintenance issue had to be resolved in-house.

The company was feeling the negative impact and strain from lack of streamlined processes and automation. They needed a software partner that would be responsive to their unique needs and provide them with the tools to efficiently scale their business.



98%
REDUCTION
IN INVOICE
PROCESSING TIME



\$130K
SAVINGS PER
YEAR

THE COMPANY

Integrity Trade Services is a full-service, growing staffing firm with multiple offices throughout the Midwest and Southern regions of the United States.

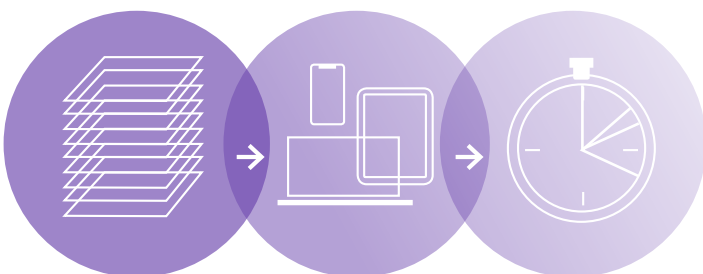
HEADQUARTERS: FRANKFORT, IL

SKILL SEGMENT: TRADES, LIGHT INDUSTRIAL, CDL, OFFICE, MEDICAL, RETAIL, ENGINEERING

INTERNAL EMPLOYEES: 52

NUMBER OF BRANCHES: 12

CLIENT SINCE: 2017



“The amount of time Avionté has saved us in just the elimination of paper and manual processes alone, has been truly incredible.”

– PATTI MENSIK, INTEGRITY TRADE SERVICES

The Solution:

From Paper to Paperless with Avionté

In Avionté, Integrity found a responsive and innovative partner that solved the challenges they faced. The processes that were positively impacted by Avionté included:

- Candidate onboarding
- Third party integrations
- weekly payroll and invoicing
- Internal reporting
- W-2 processing and distribution
- Self-hosted maintenance

The Result:

Onboarding - 50 Hours per Week to Just 5 Hours per Week

Trading in their outdated and manual processes allowed Integrity to reduce paper and postage by nearly 100 percent for payroll, W-2s and invoicing. They were immediately able to save over \$130,000 per year in labor costs associated with these tasks.

In addition to immediate and significant cost reduction, Integrity gained back its most precious resource: time. Branches are now able to focus on generating revenue and sourcing candidates. Most of all, administrators can focus on strategic tasks that allow Integrity to continue to grow and achieve its organizational goals.

THE RESULT			
PROCESS	PREVIOUS SOLUTION	AVIONTÉ SOLUTION	RESULTS
Candidate Onboarding	Recruiters spent 50 hours per week manually re-entering all onboarding documentation.	Recruiters spend just five hours per week thanks to automations provided by electronic onboarding.	Eliminated 99% of paper and saved \$35,000 in data entry costs each year.
Third Party Integrations	Limited integrations with no seamless process flow that required manual and duplicate entry of data.	Seamless integration with pay cards, WOTC, background screening, tax filing and benefits.	Efficiency overhaul and mass reduction in manual hours.
Weekly Payroll	Averaged over 1,000 checks per week that created inefficient labor and shipping costs.	A completely paperless payroll solution through a combination of direct deposit and the rapid! Paycard integration.	Saved over \$86,000 in payroll processing costs per year.
Invoicing	Invoices were faxed or mailed and the rest were individually emailed to clients, taking over five hours a week.	Process reduced to seconds thanks to one-click electronic send of invoices to the client recipients.	98% reduction in invoice processing time.
Internal Reporting	Five hours per week building and maintaining spreadsheets.	Accessible and automated 150 standard reporting, pulling real-time data from the system.	100% elimination of spreadsheet reporting outside of the system.
W2 Distribution	Approx. 5,000 W-2s were printed, stuffed and mailed manually each year. The correction process was manual and cumbersome.	All W-2s are electronic and uploaded with one-click to the employee portal. Simple correction process allows reposting with one click.	Savings of \$10K per year in expenses associated with processing, printing and mailing W-2s.
Self-Hosted Maintenance	Internally managed all server backups, maintenance and tax updates.	Maintenance-free environment with automatic tax updates and monthly feature releases.	A 100% reduction in system self-maintenance time.