



CASE STUDY

Sizemore, Inc.

Personnel Agency Management (PAM) Module

Company Profile

About Sizemore, Inc.

Sizemore is a total contract services agency helping many organizations by providing security, temporary staffing, and janitorial services. They have been in business for over 45 years and currently have more than 20 locations.

Business Challenge

Sizemore needed to achieve a more competitive position in their market by driving down the cost of each transaction through improved operating efficiencies. They also needed a system that could handle their current volume of transactions and could easily scale as they grew. Improving the information and analysis they had to make management decisions was also critical.

The main challenges identified by Sizemore included:

- Existing systems were bug-ridden, aging, and not integrated. The lack of integration between payroll and invoicing prevented reliable project costing.
- Reporting capabilities of their current system were weak.
- No sharing of data between offices – each office had their own database.
- Lacked the ability to evaluate project profitability after the placement was made to verify profit projections.
- Current system was unable to produce invoices as required in all cases.

The purpose of this project was to replace the disparate systems found at Sizemore, Inc. with a fully integrated system that all local offices could have access to. Sizemore replaced their existing systems with Microsoft Great Plains, including the Personnel Agency Management (PAM) module, and a front office recruiting and staffing solution.

Solution overview

Industry

Staffing Agency – Permanent Staffing, Temporary Staffing, and Contract Staffing

Scenario

Sizemore needed to replace their existing software with an integrated solution that would streamline their payroll, invoicing and accounting processes.

Company Profile

Sizemore is a leading supplier of staffing services in the Southeastern United States.

Solution and Benefits

Sizemore's Microsoft Business Solutions Partner suggested they evaluate Professional Advantage's Personnel Agency Management (PAM) module for Microsoft Great Plains. The implementation team recognized that PAM needed to be a part of their integrated solution in order for Sizemore to achieve their objectives. PAM enabled Sizemore the ability to leverage their investment in Microsoft SQL Server and Microsoft Great Plains by providing the following key benefits:

- Ability to utilize Microsoft Great Plains to handle the payroll, invoicing and accounting needs of temporary employees and permanent placement processing.
- Provide access for end-users at all 20+ locations.
- Ability to split revenue by office and line of business when posting to the general ledger.
- Ability to accrue time to a work in process account as it is worked and before it is invoiced to allow for more accurate interim financial reporting.
- Implementation of job costing to better focus on contract profitability.
- Automated integration with the front office recruiting software system for seamless processing of invoices and accounting transactions.
- Full integration with Microsoft's Great Plains Payroll to allow for seamless processing of payroll and accurate margin reporting including payroll taxes and benefits.
- Handle multiple customer locations without creating separate customer records.
- Ability to assign different invoice frequencies.
- Ability to create different invoice formats to ensure the invoice contains the information required by the customer.
- More accurate invoicing by dramatically reducing the number of errors.
- Ability to reprint and email invoices improved accounts receivable collection efforts.
- Ability to do ad hoc analysis using Microsoft Excel Pivot Tables and better management and statistical reporting capabilities.

PAM is designed so information is entered once then processed for both payroll and billing purposes. Eliminating the need to enter data into more than one system has saved time and reduced data entry errors. PAM stores information that can be retrieved very easily either through on-line inquiries, reports, or an integrated business intelligence solution. The full integration allows a user to see information in both Microsoft Great Plains and PAM seamlessly.

“Sizemore has found PAM to be an essential component of our suite of applications. PAM seamlessly connects our front office and eEnterprise systems. PAM conveniently accrues work in progress for more accurate interim financial reporting. PAM also tracks all of our payroll tax and benefit costs per job for more accurate margin reporting (GP US Payroll integration).”
V. Keszler, Vice President and Chief Financial Officer, Sizemore Inc.

About Professional Advantage (www.profad.com)

Professional Advantage was established in 1989 and today employs more than 200 people in offices in North America and Australia. Professional Advantage is committed to providing quality business solutions to customers around the globe. Professional Advantage has developed a number of products that have been acquired by Microsoft and incorporated into their product offerings. Professional Advantage also developed and maintains Microsoft Great Plains Collections Management, which is currently distributed worldwide by Microsoft.

Professional Advantage has received several awards from Microsoft including Global Developer of the Year, Partner's choice Developer Award, Outstanding Partner for Asia Pacific, and as Inner Circle as a Solution Developer and as a Reselling Partner. Professional Advantage was also named the Microsoft Global ERP Reseller of the Year in 2003.

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