INTEGRITY TRADE SERVICES STREAMLINES PROCESSES AND POSITIONS THE COMPANY FOR GROWTH WITH AVIONTÉ.

OVER **$130,000**
SAVINGS PER YEAR IN LABOR & PROCESSING COSTS

98%
REDUCTION IN INVOICE PROCESSING TIME

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 Segments: Trades, Light Industrial, CDL, Office, Medical, Retail, Engineering

Number of Internal Employees: 52

Number of Branches: 12

Client Since: 2017

Previous System: Bond

THE CHALLENGE

Integrity was rapidly growing and their existing system was unable to scale with their business. Their legacy system kept Integrity 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.

> "I cannot stress what a joy and a delight it is to work with Avionté... Our 'dark days' are behind us and I think implementing Avionté is one of the smartest things we've ever done." - Patti Mensik

THE SOLUTION

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, invoicing, internal reporting, W-2 processing and distribution and self-hosted maintenance.

THE RESULT

"The amount of time Avionté has saved us in just the elimination of paper and manual processes alone, has been truly incredible." - Patti Mensik

Trading in their outdated and manual processes allowed Integrity to reduce paper and postage by nearly 100 percent for payroll, W-2s and invoicing.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.

PROCESS	PREVIOUS SOLUTION	AVIONTÉ SOLUTION	RESULT
Candidate Onboarding	Manually re-enter application information, upload resumes and enter and file all onboarding documentation. Recruiters spent 50 hours per week on data entry.	Employee applications are completely electronic. Each branch has kiosks for applicants to apply, complete onboarding paperwork and e-sign. Recruiters need just 5 hours per week to verify information entered by the candidates.	**Eliminated 99%** of paper and **saved $35,000** in data entry costs each year.
Third Party Integrations	Limited integrations with no seamless process flow. Required manual and duplicate entry of data.	Currently utilizing five integration partners for services such as: 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. The labor processing time, supplies and shipping costs caused extreme inefficiency and drained profit.	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	Invoicing was taking over five hours a week. Invoices were faxed or mailed and the rest were individually emailed to clients.	One-click electronic send of invoices to the client recipients, with the entire process taking seconds to complete.	**98% reduction** in invoice processing time.
Internal Reporting	Spending five hours per week building and maintaining spreadsheets.	Accessible and automated reporting, pulling real-time data from the system.150 standard reports already built into 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 $10,000/year** in expenses associated with processing, printing and mailing W-2s.
Self-Hosted Maintenance	Internally managed all server backups, maintenance and tax updates.	Moved to the Avionté hosted solution. Maintenance-free environment with automatic tax updates and monthly feature releases.	A **100% reduction** in system self-maintenance time.

ABOUT AVIONTÉ

Avionté is a leader in enterprise staffing and recruiting software solutions, offering innovative end-to-end staffing solutions to over 900 customers and 25,000 users throughout the U.S. and Canada. Avionté delivers a robust platform for clerical, light industrial, IT and professional staffing firms to maximize profits and boost productivity.

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