

# The EmpACT Connection

Volume 7, Issue 14

Monthly Newsletter  
May 2006

Connecting people around the world to the latest news and events in staffing



## Customer Highlight– Welcome Trade Team!

### Upcoming events:

- **New User Training Sessions**  
May 1-5: Atlanta  
May 8-12: Minneapolis  
E-mail Jen for more info at:  
jenniferp@eempact.com
- **Informational Webinar**  
May 4: 10am CDT
- **California Staffing Professionals**  
May 4-6: Cabazon, CA
- **Snelling Convention**  
May 4-5: San Diego
- **eEmpACT Spring User Group**  
May 17-19: Minneapolis
- **IT Services Business Summit**  
June 7-9: Boston

While 10-15 new customers with various staffing backgrounds are implemented on eEmpACT each month, every staffing company has certain industry focuses. Based in Norfolk/Chesapeake in Tidewater, VA, Trade Team LLC is a division of Colonna's Shipyard, Inc. Trade Team started in 2004 but draws on the support of Colonna's Shipyard, with over 130 years of experience in the marine industry. Currently employing 10 people, Trade Team specializes in marine/shipyard trades and also industrial, construction and "as requested" placements in Virginia, the United States and world wide.

With an average payroll of 100 checks per week, Trade Team is excited to put to work the organizational management capabilities of eEmpACT as well as the potential to keep pace with their continuing growth. "We're looking forward to increased productivity and efficiency with data consistency and retrievability, response time to filling orders and effectively sorting the applicant pool," said Karen Colonna, Project Manager for Colonna's Shipyard. "We also want to maximize IT capabilities and payroll/invoice management in the future." → More



Pictured above is the gang from Trade Team. Back row, left to right: Karen, Gwanda, Nicole, Ronnie. Front row, left to right: Melissa, Alison.

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## Support Tips and Reminders

### Calculating Payroll– tips to keep it running!

When calculating payroll do not stop the process while it is still running. If it seems to be taking a long time, wait until you get an error message. Stopping payroll in the middle of calculating can cause major problems and you may not be able to continue with the rest of your payroll until those issue have been taken care of.

### Change your week-ending day– available in Version 13

Have you ever wanted your week-ending day to be a different day other than Sunday? Upgrade to Version 13 and you can set your week-ending day to any day of the week using a configuration key in the system. Upgrade today!

Please see Recent Customer Highlight, p. 3

## Upcoming Informational Webinar May 4

*Webinar designed to help those in the evaluation process*

Are you in the market for staffing software, but not quite ready for a full one-on-one demo? Then this webinar is for you! Join us **May 4 @ 10 a.m. CDT** for "How To Grow Your Business Through Automation." This short, 45-minute presentation provides a general overview of

eEmpACT, followed by a brief demonstration targeting main aspects of our staffing software solution. The webinar will conclude with Q & A time and any additional follow-up. Register today to learn more about eEmpACT! There is no charge to attend this webinar.

[www.eempact.com/news\\_webinars.html](http://www.eempact.com/news_webinars.html)



## Evaluating Software- Tools You Can Utilize



**Tim Giehll, CEO**

How do staffing companies ultimately decide on a software solution? If you're currently evaluating

staffing software, you're probably asking yourself the same question. There are countless ways to evaluate systems. And in today's competitive market, we all know that securing the

opportunity to just show the product is half the battle. On top of that, as much as everyone would like to think their product "sells itself", the reality is we agree there is much more leg work in persuading a potential customer to choose one solution over another. So, what are some tools that help aid in the grueling evaluating/decision-making process? eEmpACT has recently begun informational webinars, created specifically for those who are searching for a staffing

software solution. Informal and non-threatening, this gives potential users a look at the capabilities and functionality of our robust system without direct contact. Later in the selling process, it's important to talk with someone other than eEmpACT- to validate and hear what current users have experienced. In the Customer Kudos section of this month's newsletter, you can quickly get a glimpse of the feedback received by eEmpACT users. Whether you're just beginning to look or ready to buy, take advantage of the tools eEmpACT can offer.

*"...as much as everyone would like to think their product "sells itself", the reality is we agree there is much more leg work in persuading a potential customer to choose one solution over another."*

*-Tim Giehll, CEO*

## Spring User Group Drawing Nearer: May 17-19



Are you a current eEmpACT customer? Want to learn useful best

practices, have an influence on upcoming product features and network with other users? Then the Spring User Group is for you! In just a few

**Contact Account Management for more info: 800-456-5660 or [accountmgmt@eempact.com](mailto:accountmgmt@eempact.com)**

full house and will keep the registration open as long as we can fit you in! Hurry, hotel and conference space is limited. And don't forget about the four additional training classes that will be held at the same time- bring a co-worker to the free training while you enjoy the

free workshop! Hurry- each training class is limited to 12 and they are filling up quickly. The workshop is conveniently located next door to the eEmpACT Headquarters, and you'll have opportunities to stop

by and meet the folks who work behind the scenes. Love shopping? Enjoy the Spring weather (we promise it won't be too cold), by walking across the street to the Mall of America. Visit our website for more information:

[www.eempact.com/news\\_usergroup.html](http://www.eempact.com/news_usergroup.html)

**Date: May 17-19, 2006**

**Location: Bloomington, MN**

**Please RSVP: ASAP!**



## Customer Kudos- Customer Care is #1

### Hear from customers first-hand their eEmpACT Experiences

From the sales process to implementation to data conversion, many individuals from the eEmpACT team interact with customers at some point. While we enjoy receiving positive feedback, we also thought it'd be nice to share it with others too.

"I wanted to thank you for a great training session on eEmpACT. I really enjoyed in-class time and learning. I can't even begin to express to you how excited I am about this software and the

opportunities it will present to StaffSource. I truly feel our team will be enabled to go back to the "roots" of staffing because this software is so efficient. Thank you for making the training not only educational but fun! In addition I appreciate you allowing the group to share ideas, failures and, best of all, triumphs."

- Lauren T. Hutchinson  
Staffing Coordinator  
Staff Source, Inc.

"I have to tell you that the training class was absolutely fantastic! Not only did I leave the class

with a wealth of information on how to use the software effectively, but the knowledgeable and exciting instruction that came with it was first class. I am excited to have the software up and we will be going through the install and set up tomorrow. Your team continues to impress me and I look forward to my enterprise upgrade in the future."

- Orlando L. Williams  
President/CEO  
Motus Recruiting & Staffing

"Merging six different company's data is

unimaginable to me. You have a gift. I hope other technicians will have the pleasure of working with you as I have, and the eEmpACT support team. I am going to market eEmpACT to other clients of mine, because of your dedication and response to our database. You have a very unique team, and I am so very impressed with you and your support team. I have been doing business for 20 years and you guys do stand out in database technology."

-Michael Alexander  
Quality Personnel Management

## Anniversaries

### eEmpACT employees recognized



**Matt Manson**-  
Customer Support  
May 2  
1 year

**Dave Peterson**-  
Product Dev.  
May 4  
1 year



**Kathryn Aurand**-  
Implementation  
Consultant  
May 16



**Amy Koeppe**-  
Marketing  
May 19  
1 year



**Mary Lou Frerich**-  
Customer Support  
May 24  
2 years



## Recent Customer Highlight

Continued from page 1

The three-day onsite training session has been instrumental to ensure a sound set-up for Trade Team. According to Colonna, the initial training process prompted more "well if it (eEmpACT) can do that, what ELSE can it do?"

type of questions. Post-training, the group went back armed with the recent training and a

946-page Users Manual to help build better tables, codes, label groups and user defined fields. Colonna stated they worked to increase flexibility and "smart" number assignments. In addition, Trade Team was able to get assistance from current eEmpACT customers ASAP

Staffing and Top Temporary. "They were generous with their time, talent and eEmpACT experience," said Colonna.

Using this method of set-up, they are building a "Trade Team" model in the training module and running reports and job orders in their parallel universe. Their goal is to work out as many issues as possible before going live.

"The most beneficial part of the training has been the trainer who opened our eyes to the possibilities and the decision to slow the process to ensure a sound set-up," said Colonna.



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**The Staffing and  
Recruiting Software  
Professionals**



Grounded with more than 15 years of experience in the staffing industry, the team at eEmpACT has developed a solid understanding of the needs of recruiters, consultants and staffing professionals.

Founded by staffing firm owners in 1990, these recruiting experts formed eEmpACT Software, currently the industry's largest staffing software company. The software was specifically designed to empower recruiters in making it easier for people to find the right jobs and companies to find the right people!

A complete front and back office solution, eEmpACT offers comprehensive support. It is the crucial interaction with our respected customers that ensure the software we develop is precisely targeted to fit your needs.

Integrated with Microsoft technology such as SQL, Outlook and Office, eEmpACT provides a complete order-placement and resume search system along with powerful accounting and business management technology and can be used in a variety of networking environments.



## New Employees Atlanta Office Moves- New Space Welcomed!



Tressa recently joined the eEmpACT Sales Team in April at the Atlanta office. She

**Tressa Newton** grew up in Greenville, SC, but has lived in Atlanta since the mid 90s. Tressa attended the University of South Carolina and received a degree in Business Administration. Prior to starting at eEmpACT as a Sales Territory Manager, Tressa worked at Automation Personnel and OfficeMax, Corporate Sales. In her spare time she enjoys spending time with her husband Paul and two children, Jackson (9) & Blake (4). She also loves to golf and host pool parties.



The eEmpACT offices in Atlanta recently relocated to a different building. The new set-up includes a 12-person training facility, conference room and space for the nine eEmpACT employees based there.

