

The EmpACT Connection

Volume 7, Issue 6

Monthly Newsletter
September 2005

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



Upcoming events:

- New User Training Sessions
Sept. 19-23: Atlanta
Oct. 3-7: Minneapolis
Oct. 10-14 Minneapolis
Email Jen for more info at:
jenniferp@eempact.com
- eEmpACT University Query
Report Writing Class
Sept. 9: Minneapolis
Sept. 15: Atlanta
- IT Staffing Summit
Sept. 18-20 Las Vegas, NV
- 2005 NAPS Annual
Conference
Sept. 21-24 Baltimore, MD
- eEmpACT Annual User Group
Meeting: Oct. 19 Orlando, FL
- American Staffing Association National Conference
Oct. 19-22 Orlando, FL

Inside this issue:

CEO Remarks	2
Office Update	2
Customer Spotlight	3
Latest Service	3
Recent Customer Highlights	3
New Employees	4

Preferred Partner Program Introduced

In August eEmpACT announced the new Preferred Partner Program in an effort to further strengthen customer and staffing industry relations. With software technology rapidly changing, staffing companies are looking for increased productivity, efficiency and security.

Preferred Partners was created to provide eEmpACT customers reliable and trustworthy choices for various staffing solutions beyond software. Giving customers peace of mind in working with credible vendors is Preferred Partners' primary focus. "We've hand-selected industry leaders to provide our customers complimentary products and services they can easily integrate into core divisions of their business," said eEmpACT President and CEO Tim Geihll. "Our Preferred Partners recognize the value in developing and maintaining a strong relationship with our customers."

Preferred Partners offer eEmpACT customers a direct contact for many staffing services, including payroll and accounting. The company's first partner is AcuPrint Technology, a private California Corporation that provides secure, cost-effective MICR laser check printing solutions that would efficiently speed up back office functions for eEmpACT users.

"AcuPrint is very pleased to be selected as a Preferred Partner of eEmpACT, a leading software solutions for the staffing industry," said Wally Papciak, President of AcuPrint. "AcuPrint's suite of check printing solutions will work hand-in-hand with eEmpACT's software to help eliminate an organization's vulnerability to check fraud and also save money by improving overall efficiency. These solutions are also backed by our first-rate technical team assuring eEmpACT customers a smooth installation and trouble-free operations."

Visit www.eempact.com/preferred_partners.html for more information.



The company was founded in 1989 as AcuPrint, Inc. with the purpose of developing a secure, cost-effective MICR laser check printing solution for businesses.

Support Tips and Reminders

Express Tip– Frustrated with your line items? Here's a solution...

Have you ever created an invoice and realized a line item is incorrect? You can fix this without voiding the invoice. **Adjust Invoice Line item** > From the Customer Billing Profile screen, select a non-voided invoice and double click the invoice to bring up the invoice detail line items. Once at the invoice details screen, right click on any non-voided line item and choose the **Adjust This Line Item** option. Change the items to reflect the adjustment that you wish to make and then click the **OK** button to make these changes to the invoice.

The original invoice line item is voided in the accounting date field and a new invoice line item is created with the updated information. The invoice header information is updated and the invoice is marked for reprint. Print the updated invoice from the Express Control Center.


Tips, continued from page 1

Plus Tip- Manual Link Allow

Set a new **eEmpACT\ManualLinkAllow** configuration key to 'Yes'. Setting this key to 'Yes' will enable a new feature on the Add History window - the ability to cross link history comments to unrelated Employees, Contacts and Orders. Cross linking is only available for history items where the corresponding key has not been initialized when the history item is originally created. Cross linking is not

available on history comments made from assignments, since the employee, contact and order items are already filled in from the assignment and the order related to the assignment.

Add crosslink item on history comment toolbar.

Clicking on the  button on the toolbar will drop down a menu with the available cross link items. Selecting an item will bring up one of the standard system lookups for locating the correct item to crosslink with.

eEmpACT will continue to provide customer tips and reminders on a monthly basis.

eEmpACT Provides More Than Software



Tim Giehll, CEO

As every staffing professional knows, it takes a lot of fuel to keep a successful business running. Deciding where to get that fuel to meet all your needs can sometimes be the most time-consuming and frustrating part, especially if you're new to

the staffing business. You want to work with reliable, credible businesses so your company can flow smoothly and continue to grow. As our customer focus at eEmpACT continually expands, we discovered a way to help out staffing companies with more than just software. With the launch of our new Preferred Partner Program, customers can now have access to relevant resources right at their fingertips. By eliminat-

ing the process of searching to find all the right products and services, we can give you contacts for check printing solutions, timesheets, tax forms, letterhead and more. We recognize that our customers' software solution is just one piece of the puzzle and that is precisely why we have partnered with reputable organizations to better meet your other staffing needs. Serving your own customers can only be done once all your needs are met.

"As our customer focus at eEmpACT continually expands, we discovered a way to help out staffing companies with more than just software."

-Tim Giehll, CEO

Office Update: Expansion Accommodates New Growth

Growing pains were starting to take over the eEmpACT office in Minneapolis this spring, as the company went on a hiring spurt. The importance of continuing to meet the needs of a rising customer base was made a priority and the limited office space was becoming a direct reflection of that.

Over a six month period new employees were added in Product Development, Customer Support, Sales, Account Management, Consulting Services and Corporate Services, for a total of eight new individuals joining the team at eEmpACT at both the Atlanta and Minneapolis locations.

Although an expansion had begun in Minneapolis, there

was some lag time between new employees starting and the new space actually being completed and ready for use. Where does an expanding company place team members you might ask? Some veterans of the Consulting Services Team found themselves out of their once spacious cubicle and in the server room, outfitted with folding tables and less-than-stellar lighting.

Although cramped spaces were temporarily a part of life for several eEmpACT employees, light at the end of the tunnel came shining through by the end of June. The expansion was completed and strategic office repositioning took place, allowing team

members more centralized placement and easier communication with one another.

The expansion made room for many new additions, including a conference room, six offices, ten cubicles and a formal reception area.

"Having the physical space to accommodate our growing staff will help accelerate current and future innovations at eEmpACT that will allow us to continue to meet the needs of our customers," said Tim Giehll, eEmpACT CEO.



Along with the reception area and conference room, the new expansion allows for future growth.

Page 2

Customer Spotlight

Molly Brown Temps, Inc.

Washington state-based Molly Brown Temps has been offering successful personnel solutions since 1984. A locally owned staffing service, Molly Brown provides temporary, temp-hire and direct placements in a wide range of areas including clerical, accounting, marketing, retail and more. The company operates offices in Bellevue and Seattle. Past conversions had left Molly Brown a software skeptic. According to Payroll and Accounting Manager Carie Parkin, a previous conversion experience brought on

even more problems for the company. Knowing what hadn't work in the past, Parkin set out to find a new solution for Molly Brown. As any software user knows, it's important to see the practical functions for yourself. Parkin visited a client site and saw eEmpACT in use prior to purchasing it. "That was a key item in helping us decide on the program," said Parkin. "To see it in another form besides a demo makes a world of difference. A demo can only do so much; to see a real company using it on a daily basis proved to me that not only did it work but that the current customer was

also a huge fan of the program." According to Parkin, they chose to do a data transfer from their previous software to eEmpACT. "I warned my office that doing a transfer would be a disaster because the last transfer from our previous provider was a nightmare," said Parkin. "We had numerous corrupt files that carried over, so I figured it would be an issue moving into eEmpACT. eEmpACT did a conversion that only delivered employees with earnings in 2005. Molly Brown chose not to deliver history, clients, orders and employees with no earnings in 2005. "I couldn't be

*"A demo can only do so much; to see a real company using it on a daily basis proved to me that not only did it work but that the current customer was a huge fan of the program."
-Carie Parkin,
Molly Brown Temps, Inc.*

Please see Molly Brown, page 4

Latest Service

Query Writing Class Offered

One-day class teaches clients how to write their own queries

Working with staffing software, you know that queries are used in many of your day-to-day functions. Maximize your productivity and efficiency by learning the skills necessary to create your own queries! The class will be conveniently offered at both of our locations:

Minneapolis:
Friday, September 9

Atlanta:
Thursday, September 15

Hurry- registration for the class ends soon!

For more information contact Jennifer Palmer at:

800-456-5660, ext. 254

Or click below to visit:

http://www.eempact.com/news_eempactuniversity.html

Recent Customer Highlights

Employment Edge Welcomed

During the month of August eEmpACT welcomed many new customers! It is an exciting time for both the staff at eEmpACT and our new customers, as we look forward to building and maintaining a professional relationship for years to come.

This month we're taking a look at Employment Edge, based in Sioux Fall, SD.

Just getting started in the staffing industry, this brand new company will start off with three employees. Employment Edge will specialize in staffing temporary, temp-to-hire and permanent placement.

All three employees traveled to Minneapolis for training this summer. T.J. Person, Kent Alberty and Luanne Alberty are looking forward to getting their new eEmpACT system in place.

"We are excited to utilize the system's capabilities and its user-friendly features," said Luanne Alberty.

Employment Edge also hopes to increase productivity with the application process and payroll functions.



Based in Sioux Falls, SD, Employment Edge is located in the office building pictured above.

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**The Staffing and
Recruiting Software
Professionals**



Grounded with over 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, 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.



September

Welcome Aboard New Employees!



Kathryn Aurand

Kathryn joined the Atlanta eEmpACT team in May as a Software Trainer. She previously

worked for Premier Computer Systems, handling software sales, installation, training and support. Kathryn is originally from Chicago IL, but has lived in Peachtree City, GA for the past 10 years. She attended a local community college and majored in Legal Technology. In her spare time Kathryn enjoys gourmet food, reading, sewing and traveling. She also recently got married in Anchorage, Alaska- congratulations!



Al Johnson

Al joined the eEmpACT team in Minneapolis as an Account Manager at

the end of June. He formerly worked at Inter-Tel Technologies as a Communications Consultant. Al is originally from San Bernardino, CA and attended Control Data Institute in Minneapolis, where he earned a degree in Computer Technology Engineering. He has lived in the Twin Cities for the past 30 years and in his spare time enjoys golfing, biking, bowling and landscaping as well as spending time with family.



Amy Koepp

In May Amy joined the eEmpACT team in Minneapolis as a Marketing Assistant. She previously

worked at Midwest Wireless in the Public Relations Dept. Amy is originally from South Dakota and attended the University of Wisconsin-Stout, earning a Bachelor of Science degree and Minnesota State University, Mankato, graduating with a Master's in Speech Communication this past May. She recently moved to the Twin Cities and in her spare time enjoys running, rollerblading, cooking, baking and movies.

**Molly Brown, continued
from page 3**

happier," said Parkin. As a new customer, the data conversion process is still fresh in their minds. The experience that Molly Brown went through may guide others in similar situations on future conversions. "My message here is to really think through the process of doing a conversion if you had a bad previous incident like we did *before* switching to eEmpACT," said Parkin. "It sounds like a lot of work retyping everything into a new system, but believe me, it's worth it. The database will now be clean and free of garbage." Depending on a client's situation, eEmpACT is here to help new users make informed decisions on data conversion options available during implementation.