

## Real World Staffing

### *The 100K Report*

Spotlight: BONNEY Staffing Center

Established in 1976

Largest independently owned staffing firm in Maine & New Hampshire



#### **Question**

Is it possible to create a report that will not only help your company improve sales and service, but save you nearly \$100,000 a year at the same time? The answer is yes!

#### **Background**

BONNEY Staffing Center is Maine and New Hampshire's largest independently owned and operated staffing company. One of the many ways it maintains the high level of service the company is so well known for is through ongoing follow-up and onsite visits that keep them connected with current clients. To prepare for this, each of its eight branch managers gathers a wide range of very specific information on various clients each week. This information is in turn used to prepare for the following weeks calls and onsite visits.

#### **Situation**

With its previous software system, BONNEY Staffing struggled to pull all of the information together in a single report due to the way the information was stored and accessed. The information was gathered in bits and pieces and then exported to Excel to be further manipulated. This process took each branch manager an average of five to eight hours each week. Not only did it take a significant amount of time; it was often inconsistent and inaccurate information.

#### **Solution**

Once BONNEY Staffing implemented Avionté as its staffing software solution, they quickly discovered there was a better and faster way to capture the data they needed each week. Since everything entered into Avionté can be easily accessed as a report or advanced query, the once-cumbersome data gathering process became a simple and painless task.

BONNEY Staffing provided the Avionté team with the information they were looking to see. After just a couple hours of work, an advanced query was generated that now allows each branch manager to view all the client information they need and easily sort and filter the data without the extra steps of exporting it to Excel first. Once the branch managers enter in the basic information, the data is returned in a dynamic search result screen, allowing them to simply click on the record and view the full details.

“The sales and management report options in Avionté have not only saved me time, but they have enhanced my sales productivity in ways that have never been done before! BONNEY Staffing strives to stay ahead of the curve in trends and technology, and the reports in Avionté for the sales and management team play a very important role in that mission. We are now able to pull reports, organize them based on the last contact made, date, etc., then export them into Excel if we choose. This eliminates the need to print multiple reports and compile all the information we need from multiple sources. It’s a true one-stop shop for the busy sales manager!” Donna Dumond, Area Manager at BONNEY.

**Benefits**

What once took branch managers hours of gathering and manipulating data each week now takes just a few minutes a day. BONNEY Staffing is able to save up to 64 staff hours each week, nearly \$100,000 a year, and it is also able to provide its managers with a tool that allows them to identify and anticipate needs faster and more effectively by understanding specific customer requirements.

“The end result of this convenience is more targeted, timely contact made with clients, making us the first phone call when a company has a staffing need.” says Dumond.

To learn more about Avionté Staffing Software, please visit [www.avionte.com](http://www.avionte.com) or call 1-651-556-2121.