

Real World Staffing

by Avionté

Visualizing Your Progress

Staffing Software Results

Enough with the sales fluff. In today's economy, staffing companies are too busy to spend time reading through loads of sales materials designed to make a product sounds much greater than it really is. However, staffing companies are urgently looking for new ideas and ways to help their company thrive and in some cases simply survive in this market. With that in mind, Avionté is going to keep it simple with a new series called "Real World Staffing". Everything you see in this series is coming directly from real staffing companies and bona fide staffing professionals with genuine issues and true solutions.

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Spotlight: Avionté Staffing Software **Dashboard** from Qlikview.



Qlikview is a powerful, independent tool (www.qliktech.com) that integrates seamlessly with Avionté to provide staffing firms up-to-the-minute graphs, charts and data to bridge the gap between strategy and execution.

STS Staffing, a Florida-based staffing company specializing in the aerospace field, recently implemented the Dashboard along with Avionté's front and back office solution.

STS was looking for a way to drive staff motivation and excitement, while providing a constant reminder of the goals at hand. To energize staff, STS came up with the idea of displaying the Dashboard on a 42-inch flat screen monitor in the center of its office displaying real-time recruiting and sales activity.

With this intuitive and visual tool as the focal point of the office, all members of the STS team are



continually reminded of how key metrics are performing throughout the day. Along with the numerous Key Performance Indicators STS has created specific to its business model, a few of the standards include Month to Date GP, Sales and GP by Branch, # of unfilled orders, Top 100 accounts, and so on. Many of the KPI's can be viewed from any overall company or user perspective, while then allowing drill-down capabilities to see the detail that make up those KPI's. "By putting the dashboard front and center of the group, it allows everyone to see very quickly where they are underperforming and take corrective action immediately. At the

same time, management is able to acknowledge staff instantly for a job well done, keeping excitement levels and productivity high." says Rob Wire, Vice President of Information Technology for STS.

As an added benefit, Rob Wire is able to personally create the performance metrics important to STS. “Avionté has been a valuable asset in providing data structure guidance, but I love the flexibility of being able to make easy, on-the fly customizations and create new reports and charts as I need them.” says Rob.

The Dashboard provides STS easy access to valuable information required to monitor and manage its staffing firm. The added benefit of being completely integrated with STS’s core Avionté system beyond a fast implementation, intuitiveness and affordability, has generated an extremely high rate of return for the company.

To learn more about the Dashboard or any of the other products Avionté has to offer, please visit www.avionte.com or call 651-556-2121.