

# TRADESOURCE

## Solution Overview

### Industry

Employee Staffing  
Financials

### Scenario

Data re-entry from its payroll service provider was costing time and money, so TradeSource found the answer in eEnterprise Payroll Connect.

### Company Profile

TradeSource, Inc. is a leading skilled tradespeople provider, offering profitable staffing solutions for contractors and career advancement opportunities for tradespeople.

### Situation

Using eEnterprise Payroll Connect, TradeSource reduced the tedious and time-consuming process of uploading payroll information from five days to 15 minutes.

### Software Used

Microsoft Great Plains eEnterprise  
Financial Series  
Distribution Series  
Tools Series  
ADP PC/Payroll for Windows™  
Microsoft Windows 2000  
Microsoft Windows NT  
Microsoft SQL Server

***A complex and geographically challenging payroll process meant days of work for TradeSource to simply update the general ledger with vital payroll information. So when TradeSource began its search for a new financial solution, the financial management team knew something had to change.***

In 1995, two real estate developers with a vision for improving construction project staffing founded TradeSource in a small office in Fairfield County, Conn. From their first-hand experience as builders, they knew exactly how much valuable time and money was wasted on searching, retaining and managing people on a project-by-project basis. From those simple beginnings in a three-person office to the more than 60 offices and hundreds of customers it serves today, TradeSource takes pride in supplying its customers with the best construction workers available.

## Costly and time-consuming data entry

As a staffing company with more than 100 full-time employees and a virtual workforce of more than 30,000 electricians, carpenters, masons and plumbers, TradeSource's weekly payroll can include as many as 2,000 employees and cover nearly 60 territories. A long-time ADP customer, TradeSource's financial management team knew the company would continue to outsource its payroll processes when it converted to Microsoft Great Plains eEnterprise in December 1999. But they also knew that rekeying the monthly summaries from ADP into Excel and then uploading that information into the previous financial solution had cost them too much time and too much money. TradeSource's Vice President and Corporate Controller, Steve Blank, questioned how that situation could be remedied with the eEnterprise implementation. When he heard about Payroll Connect, he knew he'd found the answer.

## Saving days and dollars

Payroll Connect allows Great Plains and ADP customers to easily import payroll information from ADP PC/Payroll for Windows\* into eEnterprise and automatically generate a batch file to post to General Ledger, eliminating duplicate data entry, saving time and ultimately, saving money.

And save time it does. "We've reduced the time it takes us to reenter our payroll information from ADP from five full days each month to 15 minutes," Blank says. "With the time we've saved and the accuracy of our data, we're now able to produce weekly P&L reports that are on time and guaranteed to be accurate. That's something we couldn't do before."

## Success through planning

Blank worked closely with TradeSource's payroll manager to ensure that their eEnterprise general ledger account structure mapped correctly from its account format in ADP. That

*“Payroll Connect has helped us cut our data entry time significantly, giving us time to work on value-add projects we didn’t have time for before.”*

Steve Blank  
Vice President and Corporate Controller  
TradeSource, Inc.

initial planning time resulted in the two systems connecting seamlessly. Blank recommends other companies who are considering adding Payroll Connect do the same.

“With the initial time we spent planning, we rarely encounter any situations when we import our payroll information and find an account doesn’t exist,” Blank says. “Payroll Connect has been a great addition to our solution.”

(\*In addition to using ADP PC/Payroll for Windows™, you also must be using ADP’s GL Interface and Super Data Access solutions.)

For more information about Microsoft Great Plains Business Solutions, visit [www.greatplains.com](http://www.greatplains.com)

© 2001 Microsoft Corp. All rights reserved. All company and product names included in this document may be trademarks or registered trademarks of their respective companies.