

The Customer

Industry: Staffing

Geographics: Headquartered in Denver, Colorado

Revenue: \$30 million

Employees: 100

Contractors: 16,000

Locations: Nine U.S. offices

PeopleSoft Products

PeopleSoft for Staffing

Billing

General Ledger

Payables

Receivables

Staffing Front Office

“PeopleSoft enables us to offer a level of service and support that I think is unrivaled right now. PeopleSoft is doing wonders for the staffing industry.”

— Jennie Ibanez

Director of Operations



Business Challenge

As a mid-size staffing company, Remy Corporation needed an integrated, end-to-end staffing solution that could deliver better people to its clients faster and more cost-effectively, even in the event of a disaster. The system needed to be implemented quickly and on a limited budget.

PeopleSoft Solution

Remy turned to PeopleSoft for Staffing to manage recruiting and hiring, the sales pipeline, order processing, and profitability. This integrated system enables management to see real-time staffing and financial information online.

Business Benefits

With PeopleSoft for Staffing, Remy has:

- A complete, integrated staffing solution implemented on time and on budget.
- A single source of client, applicant, order, project, and financial information for faster staffing and more accurate financial management.
- Real-time information for more appropriate job matching.
- Online access to all staffing tools from any location for uninterrupted client service, even in the face of devastation.

Quantitative Benefits

With PeopleSoft for Staffing, Remy:

- Has more than doubled productivity.
- Has seen a 50 percent increase in repeat business.
- Can close 20 deals a day, up from three.
- Lowered time to close to one to two weeks, from one to two months.
- Has become so much more efficient, the system paid for itself in six months.

Remy Survives — and Thrives — with PeopleSoft for Staffing

For a staffing company, easy access to real-time information is the only way to succeed. So when fire destroyed Remy Corporation's corporate offices in Denver, Colorado, the company thanked PeopleSoft for helping it deliver uninterrupted service to its clients.

Remy relies on the PeopleSoft for Staffing solution to manage its entire business — from recruiting and hiring to maintaining its sales pipeline, filling orders, and tracking profitability. Because all of the information they need to work is online and real time, Remy employees could log on from home and continue to work. Calls were forwarded to the call center. There was no downtime.

“If it wasn't for PeopleSoft, we might be out of business,” says Andrew Albarelle, principal executive officer. “I still met with clients that day. When they asked about the fire and how I could meet with them without skipping a beat, all I had to say was ‘PeopleSoft.’”

Real-Time Results

Remy chose PeopleSoft for three reasons — affordability and implementation time, system integration, and a pure Internet architecture. The company is so much more efficient today that the system paid for itself in six months, Albarelle says.

Since budget and implementation time were of great concern, Remy implemented PeopleSoft Accelerated Staffing, a fixed-time, fixed-scope, fixed-cost project. The implementation was completed on budget in 12 weeks.

Because the solution is integrated, management knows where the company sits financially and can make adjustments quickly. Data automatically moves from PeopleSoft Staffing Front Office to Billing to Receivables and to General Ledger. So at the close of business every day, Albarelle can go online to find out how many deals his company closed that day and can compare actual financials to forecasts.

“It's done for me. No mysteries. No secrets. It's right there. Real-time results on the Web,” Albarelle says. “That's exciting, because five years ago entrepreneurs like me would have killed for the opportunity to actually see where their companies were. Today, I can.”

Better People, Faster

Before PeopleSoft, Remy searched five different databases for resumes that might fit a job order. The search and match process was manual — employees poured over pages of resumes to find someone who might fit the order. It could take a month or more before Remy found the right person and put him or her in the job.

“Time to close is a deal breaker every time,” says Jennie Ibanez, director of Operations. “We can't afford to have it take months to place someone. It affects not only our business, but that of our customers. They can't provide a service or make a product if one of our people isn't in place.”

Today, the process can take as little as a week. When a client calls with a need, Remy searches its database for the best fit based on years of experience, skills, availability, licenses, certifications, salary requirements, or more. The best candidates for the job pop up and Remy forwards them to the client for approval. The fit is usually perfect.

“Instead of sending 10 resumes that don't fit the job order exactly, we send two or three that are dead center fits,” Albarelle says. “Our clients can't believe the efficiency — ‘You hit the nail on the head on the first resume I opened.’ We're in business to deliver something better, faster, and less expensive.”

“In this economy, business is all about service, service, service,” Ibanez says. “PeopleSoft enables us to offer a level of service and support that I think is unrivaled right now. PeopleSoft is doing wonders for the staffing industry.”



PeopleSoft, Inc. Corporate Headquarters
4460 Hacienda Drive
Pleasanton, California 94588 USA
Toll-free 1 888 773 8277
Tel 925 694 3000
www.peoplesoft.com

PeopleSoft, PeopleTools, PS/nVision, PeopleCode, PeopleBooks, PeopleTalk, and Vantive are registered trademarks, and Pure Internet Architecture, Intelligent Context Manager, and The Real-Time Enterprise are trademarks of PeopleSoft, Inc. All other company and product names may be trademarks of their respective owners. The information contained herein is subject to change without notice. Copyright © 2002 PeopleSoft, Inc. All rights reserved.