

SAGE ABRA



## CUSTOMER SUCCESS STORY

### CUSTOMER

New York City Industries for the Blind

### INDUSTRY

Not-for-profit manufacturer and service provider

### LOCATION

New York, New York

### Number of Locations

One

### Number of Employees

150+

### SYSTEM

Sage Abra HRMS

### Sage Software Products in Operation:

- Abra HR
- Abra Payroll

## Sage Abra HRMS Meets HR and Payroll Needs of Nonprofit Organization

Started with the help of National Industries for the Blind (NIB) and Industries for the Blind of New York State, Inc. (IBNYS), New York City Industries for the Blind, Inc. (NYCIB) is a not-for-profit company providing employment to blind and partially sighted men and women in the greater New York City area. For nearly 10 years, the organization has covered virtually all operating and capital expenditures with the sales of NYCIB's products and services, including janitorial cleaning products, textile items, lettershop and bulk mailing services, and contract manufacturing work.

Though a not-for-profit organization, NYCIB operates like a business. It pays employees to manufacture high-quality products, at the best prices, with the shortest delivery time, and backed by exceptional customer service.

In order to process weekly payroll for more than 150 employees, NYCIB utilized a DOS-based payroll system. However, it became increasingly difficult to maintain paper files and generate reports from their inflexible system.



NYCIB searched for a more efficient way to process its weekly payroll and integrate HR and payroll information. In the fall of 2002, NYCIB purchased Sage Abra HRMS from USERCOM Systems, Inc., a Sage Software business partner.

### Flexible System Improves Productivity

With just one person handling HR, payroll, and office management duties, NYCIB needed a solution that could streamline payroll processing to free up more time for strategic reporting. "We're very happy with our choice to implement Sage Abra HRMS. The system has simplified benefits

### CHALLENGE

Find a more efficient payroll system and integrate human resources and payroll information.

### SOLUTION

Sage Abra HRMS, the market leader in HR, payroll, benefits, and compliance solutions, targeting the needs of small to midsized companies and organizations.

### RESULTS

Time reduced to run payroll from one day to one hour; gained ability to create customized reports to fit its unique needs as nonprofit; eliminated paper files with integrated HR and payroll system.



Your business in mind.

*"We're very happy with our choice to implement Sage Abra HRMS. The system has simplified benefits and time-off tracking, and also enabled us to eliminate cumbersome paper processes. Although we're new to Sage Abra, we've already experienced significant time savings with the system.*

—Leo Santos  
HR Director  
New York City Industries for the Blind, Inc.

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



and time-off tracking, and also enabled us to eliminate cumbersome paper processes," said Leo Santos, HR Director for NYCIB.

"Although we're new to Sage Abra, we've already experienced significant time savings with the system. For example, it used to take me an entire day to process payroll. With Abra Payroll, it only takes one hour. I can also easily complete month-end close before I process a new pay cycle."

With Abra HR, NYCIB also replaced its manual HR processes with a fully integrated HRMS product. "When I installed the system, I entered employee data directly into Abra HR based on application and benefit enrollment forms. Now, Abra HR automatically calculates the benefit premiums due, which saves a lot of time I used to spend searching through paper files and working out computations."

## Custom Report Capabilities Meet Non-profit Needs

Santos is also impressed with Crystal Reports®, the reporting tool embedded in Sage Abra HRMS. "Because of casework, I need to track different kinds of data for our employees. Sage Abra HRMS provides the flexibility I need to tailor reports to fit our unique needs as a not-for-profit business. I can easily break down direct labor into categories (blind, partially sighted, department, and more) and show the number of hours each employee worked," added Santos.

"I really can't say enough about how happy I am with Sage Abra HRMS. It's great being able to confidently produce payroll on deadline. I now have more time to prepare and analyze reports. Plus, with an integrated HR and payroll system, we've eliminated paper files and saved a lot of time in the process."