

# Sage Abra Suite | Customer Success

## DuBois Chemicals Finds Ideal Hosted Solution With Sage Abra HRMS and nGenX

DuBois Chemicals has a long history of providing chemical solutions to the manufacturing industry. The company invests heavily in quality and innovation, striving to be lean, green, and clean in its operations and producing products that deliver sustainable results. Sage Abra HRMS fits perfectly into DuBois Chemicals' business plan, delivering efficiency, power, and measurable benefits.

### A Tight Timetable for Conversion

For years, DuBois Chemicals' parent company handled its payroll and human resource tasks, using various outsourced payroll providers including Ceridian and ADP. Last year, when DuBois Chemicals was purchased by an equity firm, it quickly found itself looking for its own solution. "We were faced with a very tight timetable to transition our payroll operations," recalls Dennis DiMasso, director of HR for DuBois Chemicals. "We had less than 45 days to transition to a solution of our own."

### Enjoy In-House Control and Outsourced Convenience

DiMasso reviewed several options; including the option of staying with one of the large outsourced providers, but his research ultimately led him to decide on Sage Abra HRMS, hosted by nGenX, a Sage marketing partner for managed hosting services. "We wanted the control of an in-house system," DiMasso says. "With the outsourced providers we were too far removed from the process and had too few options for reporting and inquiries. However, we didn't have the internal

IT resources to run the software in house. The Sage Abra business partner recommended nGenX, and it seemed like it would be the perfect solution for us — ownership and control of the software without the required technology infrastructure."

nGenX provides Sage Abra software in a virtual server-hosted environment, eliminating the need to deploy a server and the IT support that goes with running business software in house. Instead, customers access their licensed Sage Abra software and corresponding data remotely from the nGenX data center, using secure, high-speed Internet connections. nGenX is SAS 70, Type II certified to guarantee the necessary controls are in place to protect critical data.

### Accommodate Both United States and Canadian Payroll

Sage Abra has another strong selling point for DuBois Chemicals. "We have about 30 employees who work in Canada, so we needed to be able to process a Canadian payroll," says DiMasso. "Sage Abra has both a Canadian Payroll module and a U.S. Payroll module. It's ideal for us."

### Rapid Implementation

Working closely with Sage and nGenX, DuBois Chemicals' Abra business partner was able to get the software up and running and before the deadline. "I remain thoroughly impressed," DiMasso says. "They were able to do it all, including training our staff, in just about one month. Add to that the fact that we



### CUSTOMER

DuBois Chemicals

### INDUSTRY

Chemical Manufacturing

### LOCATION

Sharonville, Ohio

### NUMBER OF LOCATIONS

2

### SYSTEM

Sage Abra HRMS

- HR
- U.S. Payroll
- Canadian Payroll
- Employee Self Service
- Benefits Enrollment

nGenX Managed Hosting Service

### CHALLENGE

When DuBois Chemicals was purchased by an equity firm, it needed to find a powerful U.S. and Canadian payroll and HR solution that would require few IT resources.

### SOLUTION

Sage Abra HRMS hosted by nGenX provides an ideal HR and Payroll solution for DuBois Chemicals combining the best of in-house software and outsourced technology.

### RESULTS

The company is saving 50% per employee over the cost of an outsourced payroll provider. nGenX handles updates, security, and backup freeing precious IT resources. Internal control of payroll, HR, and benefits management means more flexible operations and better employee service.

had to begin our annual open enrollment season right after the implementation and you can see the challenge we gave them. Both nGenX and our Sage Abra business partner delivered on all their promises.”

Immediately after going live, DuBois Chemicals faced the beginning of its annual open enrollment cycle. Sage Abra was up to the task. “The Employee Self Service module has saved us countless hours of data input,” notes DiMasso. “Handling enrollment forms for 300+ people and then entering the data into the system, one-by-one, would have been too much for a small staff like mine to process in a timely manner. With Sage Abra, it was an efficient and successful process and our employees loved it.”

### Enjoy the Best of Both Worlds

Running Sage Abra over nGenX’s servers is proving advantageous for DuBois Chemicals. “We have all the benefits we wanted from an in-house solution,” explains DiMasso, “We can react quickly to problems or issues with an employee’s pay or benefits without waiting for information or a fix from the service provider. At the same time, we have the benefits of an outsourced solution, including minimal IT requirements, automated updates and backups, and tight security. It really is the best of both worlds.”

DiMasso adds, “It’s easy for us to generate the reports we need, we can operate on our own time schedule, we have personalized local support, and we can customize the software to suit our business needs.”

Employees of DuBois Chemicals have noticed a positive change as well. “I used to get several calls a week about payroll related issues,” adds DiMasso. “I no longer get those calls.”

### Return On Investment

In addition to the conveniences and efficiency Sage Abra is bringing to DuBois Chemicals, the new solution is also delivering a healthy return on investment. “The annual cost-per-employee of an outsourced payroll provider that could deliver all the functionality of the Sage Abra solution would have been more than twice as much,” DiMasso says. “Plus, we’d still require the same number of Payroll and HR staff members. With Sage Abra, we expect to have full payback on our investment in less than 14 months.”

These significant cost savings calculations do not include the savings realized during the initial conversion. The outsourced solutions DuBois Chemicals considered would have required at least three interim conversions to fully support the company’s multi-country payroll, versus one single conversion to Sage Abra. “It would have taken three of us at least three months of full time

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work to get through those multiple conversions,” adds DiMasso.

“At first it seemed that outsourcing our payroll would be the fastest, easiest, and most cost effective way to go, especially given our tight schedule,” concludes DiMasso. “But with the help of our business partner and nGenX, we have a better solution for less money. We are extremely pleased.”

If you would like to learn more about Sage Abra HRMS, please visit [www.sageabra.com](http://www.sageabra.com) or call 1-866-271-6050 to speak with a representative today.

### About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers’ needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries. Sage North America employs more than 5,000 people and supports nearly 2.9 million small and medium-size business customers. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 14,800 people and supports 5.7 million customers worldwide. For more information, please visit the Web site at [www.sagenorthamerica.com](http://www.sagenorthamerica.com) or call 866-308-2378.