



1-800-881-7372
www.tutservices.com



CUSTOMER:

Solomon Corporation
Solomon, KS
www.solomoncorp.com

INDUSTRY:

Power distribution equipment
manufacturer
Locations: 4
Employees: 500

Users on Sage Abra: 10

Sage Abra Modules:
HR, Attendance, Payroll,
eRecruiter, ESS



Authorized Partner



SUCCESS STORY

Solomon Sees Wisdom in Partnering with TUT Services

Solomon Corporation, a manufacturer of power distribution equipment and the largest employer in Solomon, Kansas, automated its human resources department with Sage Abra HRMS many years ago. When Kim Hoelting was hired as corporate director of human resources, she inherited the system. She liked it, but suspected that Solomon would get more from its investment with the right business consultant. After attending a workshop given by TUT Services, she selected them to be her partner – and has been happy about the decision ever since.

“I believe in understanding every bell and whistle in a software package,” says Hoelting. “Otherwise, it’s like you’re running at half speed, which doesn’t make good business sense.

Sage Abra is our single source of truth in the department, storing all data relating to employees. So I committed to a program that would help us maximize the use and value of our system by partnering with TUT Services.”

Serious About System Audits

The cornerstone of her program was ongoing training and audits. “HR directors should plan and budget for regular maintenance and upkeep on any software system, plus training for its users. A company is always changing. And people can’t learn everything about a software program in a single session,” she notes.

“That’s why we rely on TUT. They come to our office regularly to

CHALLENGE:	SOLUTION:	RESULTS:
Rapidly expanding company needed to get the most from its Sage Abra HRMS software, to improve efficiencies and streamline HR department	TUT Services performs periodic audits, providing training and new system solutions for optimum performance	Solomon has grown by 20% without adding payroll staff, kept payroll processing in-house, and can produce much more sophisticated reports



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— Kim Hoelting
Solomon Corp.

sage
software

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evaluate work processes, and make sure that each person knows the details of Sage Abra and its modules. If we have people in new positions, TUT will help them get up to speed and learn shortcuts quickly," she continues.

She especially likes the audit aspects of TUT's services. "I guarantee that if TUT's professionals observe you doing payroll, or some other common task, they'll find duplications and inefficiencies. Then they'll show you a better way to do the job with Sage Abra, and document their solution with written procedures. This is something that no internal person can do, and makes life much easier for your staff."

Processing Payroll

Before hiring TUT Services, Hoelting had considered outsourcing payroll, as her department was having a hard time keeping up with Solomon's rapid growth. Then she took a second look at using the payroll module with the software she already had.

"Sage Abra is very easy to use, and was designed to handle payroll like ours. When you outsource, you end up doing most of the work yourself anyway, but you lose control of processes. We're very pleased with the results of implementing the Sage Abra payroll module, which gives us greater flexibility and visibility. The company has grown by 20 percent, yet we did not have to add headcount in our payroll department. I don't know how we could process this much information without it."

Rapid Reporting

Pulling information from Sage Abra HRMS is fast and easy. "We create reports all the time. An example might be people on our medical plan who need to schedule an annual health risk assessment," says Hoelting.

Christine Swenson, benefits administrator, also relies on reports from Sage Abra. "I use the system to report on new hires, wages, deductions, new insurance enrollments, pay records, and any

changes in personal data," she says. "I also prepare custom reports on 401Ks, and what we call the 'use it or lose it' list for people who need to take vacation."

Swenson appreciates the secure query feature in Sage Abra. "I can select data however I want, and export it to a spreadsheet. Then I can use the spreadsheet for jobs like creating labels, which saves me a lot of time."

System Expansion

Solomon Corporation is currently implementing the employee self-service (ESS) module for Sage Abra, which will allow employees to check their own personnel information online. Employees in multiple offices can now view and request time off, access current benefits and dependents information, print pay stubs, and much more all electronically – saving Solomon considerable administrative time and expense associated with paper forms and manual processes.

The company is also planning to launch Abra E-Recruiter Solution which will streamline their hiring process by electronically organizing applicant data and enabling them to efficiently conduct quick and accurate searches for qualified candidates within minutes. Both the ESS and Recruiter module integrates seamlessly with Solomon's existing Sage Abra HRMS system.

Satisfied Client

Hoelting describes herself as a demanding customer, who has high expectations of vendors and demands total accountability. This makes her praise for TUT all the more meaningful.

"Our TUT consultant has the same goals I do," she says. "He wants to see us using the software to its fullest extent, to make our jobs easier. He's able to teach us in layman's terms, and make our people feel genuinely comfortable with technology. Best of all, he makes us actually want to use software in our everyday jobs."